

Hello Pleasant Hill!

2023 continues to be a roller coaster ride with mortgage rates and low inventory creating supply and demand issues.

But how is Pleasant Hill doing?

See Page 3 to see how your home is doing.

Have you tried this cranberry relish?

Mama Stamberg's Cranberry Relish

- 2 cups whole raw cranberries, washed
- 1 small onion
- 3/4 cup sour cream
- 1/2 cup sugar
- 2 tablespoons horseradish from a jar (red is a bit milder than white)
- Grind the raw berries and onion together. You want a chunky grind — not a puree.
- Add everything else and mix.



**GET A FULL REAL ESTATE
MARKET UPDATE!**

**SCAN THIS CODE FOR VIDEOS
WHERE I REVIEW WHAT'S
HAPPENING LOCALLY IN
PLEASANT HILL!**



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Maximize Your Home's Re-sale Value

What are the TOP 5 BEST home improvements you can do now, as a home owner, when you're thinking about selling your home in the near future to help maximize the profit on your home sale?

Let's talk about it!

Paint Color. Color is one the most basic and appealing ways to update the home without breaking the bank. When choosing a color to sell in this market, it is always best to go with neutrals. Curb Appeal. A first impression is key. It is all about creating an inviting and visually appealing exterior that captivates everyone passing by. That's why having the exterior of your home updated with lighting, planting, and landscaping is important. All of these improvements will help elevate your curb appeal.

Ongoing maintenance. Home Maintenance and repairs are crucial to ensure the value of the home. If you are unwilling to do the repairs yourself, hire a professional . Maintaining your home will bring more rewards not only while you live there but also when you go to market.

Kitchens and Bathrooms. These two areas can get costly to renovate very quickly, and they are often the first areas buyers critique when buying a home. YET, you don't need to do an extensive renovation and spend tens of thousands of dollars. Research shows extensive kitchen remodels typically only bring back about 70cents for every dollar spent when *done for a home sale*. Simple updates, like painting cabinets, replacing fixtures, or updating appliances can add value.

Scents. Make sure your home passes the smell test. Make sure your carpets stay cleaned and maintained, no exterior garbage or anything that may create odors.

Call me! I'd love to help and guide you through this ever changing market.

Top Neighborhood October Sales

TOP 3 SINGLE FAMILY HOMES



111 Hubbard Ave
4bd/4ba/3264sf
sold for \$2,375,000



440 Iron Hill St
4bd/2ba/2632sf
sold for \$1,680,000



115 Blue Oak Way
4bd/4ba/0sf
sold for \$1,660,000

TOP 3 CONDO/TOWNHOUSE HOMES



1915 Strayhorn Rd
3bd/2ba/1500sf
sold for \$825,000



389 Ridgeview Dr
3bd/2ba/1403sf
sold for \$800,000



1923 Strayhorn Rd
3bd/2ba/1598sf
sold for \$660,000



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THE 94523 How are we doing so far?

SINGLE FAMILY HOMES AVERAGE PRICE

Aug/Sept/Oct

2 Bedrooms	\$828,650
3 Bedrooms	\$1,049,586
4 Bedrooms	\$1,341,662
5 Bedrooms	\$1,464,600

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call or text!

CONDOS & TOWNHOMES AVERAGE PRICE

Aug/Sept/Oct

1 Bedroom	\$349,500
2 Bedrooms	\$571,790
3 Bedrooms	\$801,833
4 Bedrooms	none
5 Bedrooms	none



Market Overview... whats happening in Pleasant Hill?

Pleasant Hill Average Sold Prices since August 2022 to present



Single Family Home Average Sold Price



Condo/Townhouse Average Sold Price

Single Family home average sold price decreased 0.8% from September to October. Condo & Townhouse average sold price increased 18.3% from September to October. Interest rates have been volatile and ticked up rapidly at the end of September through mid-October. How much that has affected the real estate market will be seen once the homes sold during that period close escrow and November data crunched. However, despite the real estate market being a roller coaster this year, the year-to-date average sold price for 2023 thus far is only nominally lower than 2022. However, remember these are **average** sold prices across *all of Pleasant Hill*. Those ups and downs that are seen in the charts above give a sense of the market as a **whole** but not necessarily for individual homes.

Conversations about Interest Rate Buy Downs are also back! Buydowns depend on a buyer's financial strength and loan type/size/specifcs. It's a negotiation, and is absolutely possible to strike a win-win situation where both buyer and seller come out ahead!

How & where do you start with all this? By calling me. These are the kind of things that I help with. And if you are a home seller... I help there too. Ask me about my home selling plans... choose Silver, Gold, or Platinum. Get What You Want. Only Pay for What You Need. No More Haggling with a Realtor. Straightforward plans. No BS. **Call me today and let's get it going!**

DO Something FUN!



ICE AT THE VERANDA

3 NOV 2023 - 14FEB 2024

Ice Skating is back at the Veranda! Tickets may be purchased online in advance or on-site, on a first-come/first served basis. To guarantee admission, purchase your tickets online ahead of time.

Buy tickets here--> shoptheveranda.com/ice/

Admission: \$18, includes tax, skate rental and 75-minutes of skate time

The Veranda, 2001-2003 Diamond Blvd, Concord, CA 94520

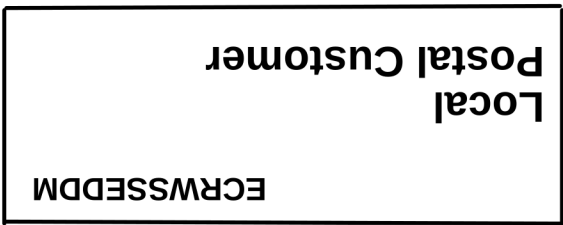
- **Email: theveranda@icerinkevents.com**
- **Phone: [925-966-7822](tel:925-966-7822)**

Got fireplace & chimney issues?

Grady's Chimney Sweep & Service (925) 855-0504

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