

front porch news

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It's never too early to plan ahead

Do you know someone who wants to move in the next few months or early next year? Please introduce us now so I can help them prepare. You can possibly text them my number or give them this newsletter. When they call, I will make sure they get 5-star treatment! Thank you for your trust. Please enjoy my newsletter!

510-397-0696

Is It Time to Redecorate Your Bathroom?

Since COVID-19, you might have seen more of your bathroom than you used to. If you are getting tired of the same old scene, why not try your hand at redecorating? The bath is a small canvas that can be easy and inexpensive to revitalize. Explore 50 ideas for remodeling a small bathroom at apartmenttherapy.com/small-bathroom-ideas-36643530



Castro Valley Homes Appreciated 21.92% YTD! Yes, You Read That Correctly.

I think we can all agree that trying to “time” anything in this crazy year we call 2020 has been anyone’s guess. Many Castro Valley homeowners who had planned to sell their homes during the early part of this year either cancelled their plans to sell altogether or delayed their plans



to a later date. So, when is a good time to sell your home? Is it better to wait until next spring of 2021? What about people wanting to buy a home in Castro Valley? Are there more or less active buyers in the market right now? These are all especially important questions affecting our real estate market and I am going to do my best to provide some good answers. First, let us look back on this time one year ago. 12 months ago, there were approximately 65 Castro Valley homes actively listed for sale or 1.7 months of supply inventory meaning if no new homes came up for sale every active listing would be sold in less than 2 months. Fast forward to today, we have 25 active listings and 0.5 months of supply inventory. In summary our inventory has been more than reduced by ½ and buyer demand is stronger than ever for Castro Valley homes being fueled by historically low interest rates and a desire for buyers to move out of larger cities into our town. Now to pricing and home values



here in Castro Valley.... Average sales price 1 year ago for CV homes: \$854,579, Today: \$1,014,003 average sale price. This is not a typo; Castro Valley real estate is up a whopping 21.92% from this time last year! WOW! I won't be shy to say that 2020 has been very good for Castro Valley real estate values. If you have been thinking of

Plan to sell your home with less stress

My pre-selling consultation helps you prepare well ahead of time.

Schedule an Appointment 510-397-0696

Castro Valley Homes Appreciated 21.92% YTD! Yes, You Read That Correctly. (Continued from Front Page)

selling my advice would be to come up with a well thought out plan to get your home on the market sooner rather than later. A well-executed plan is something that I strongly advise when it comes to selling your home without leaving any money on the table. In summary, prices are sky high, interest rates are low, inventory is low, buyer demand is sky high and this equals ideal market conditions for any seller right now. If you are getting ready to entrust someone with what is likely to be the most significant financial event of your life please allow us to interview for the important job of selling your home. We are Castro Valley locals with a proven track record of selling Castro Valley homes at record breaking prices. We know what improvements to recommend to sell your home for more money and equally as important where to NOT spend your money. Our goal is to best understand your wants and needs, listen to your goals, then recommend the best plan of action to achieve the most money possible for your home, all within the timeframe that works best for you. We strive to protect you and eliminate as much stress and worry as possible out of the home selling process. We would love to hear from you. If the timing is right, please give us a call or text message today at 510-828-2627.

-Your neighbor, Jon Foster

NOVEMBER QUIZ QUESTION

A cowboy rides into town on Friday. He stays three days, then rides out of town on Friday. How?



The Difference between Yoga Stretching and Fitness Stretching

Being flexible gives us energy to do more and feel more alive. Stretching also reduces ache & pain-causing inflammation. Stretching simply feels good.

You probably won't be surprised to know that there are a lot of different kinds of stretching, including ballistic, dynamic, active, relaxed, static, and isometric stretching. Fortunately, most of us don't need to know

what each of those mean. Instead, we can focus just on two broad categories and hit all the important sub-types. Those categories are yoga and fitness stretching.

Yoga involves a static-passive/static-dynamic kind of stretching, where you hold a position for a length of time before releasing it. Fitness stretching includes things like jumping jacks and lunges, where you take a muscle/joint/tendon group through a full range of natural motion and repeat several times. Both yoga and fitness stretching have benefits that the other lacks, so both are useful for maximum flexibility.

One type of stretching to avoid is called ballistic stretching. Traditionally this has been called "warming up," and involves bouncing or forcing the body beyond its natural range, which can result in tearing of tissues, causing inflammation and worse injuries. Curious about the different kinds of stretching? Enter this into your search bar: web.mit.edu/tkd/stretch/stretching_4.html

The Low-Down on Butternut Squash

This time of year many of us eat butternut squash. (Indeed, it may be the only time of the year we eat it.) It's naturally full of beta carotene, fiber, and vitamin C. But to keep it healthy, we can't cook it with gobs of butter and sugar-- which we love on the holidays. Instead, try a heart-healthy recipe you might enjoy year round, like this cranberry, feta, and butternut dish. Search "healthy butternut recipes."



Thank you for sending
your friends my way!

Ted Riche

Tim and Sandra Blank

Justin and Vanessa Allen

Wayne DeCoste

I am looking for people who want to buy or sell property before the end of the year...or early next year. **Do you know anyone like that?** Please introduce us if you think we'd be a good match for working together.

Quiz Contest – Share the Opportunity!

You can help me give away a free \$10 coffee card every month by sharing this newsletter with others...they can enter my quiz, too!

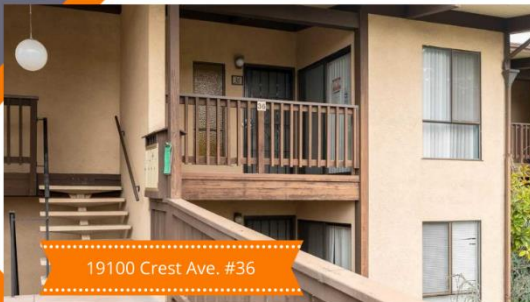
To play, email me the answer to the question on page 2. Put the word **QUIZ** in the subject line. quiz@jonandleslie.com

- **Last Month's Question:** *I once had eyes, but now I'm blind. I once had thoughts, but now I'm empty. What am I?*
- **Last Month's Answer:** *A skull*

Congratulations to last month's winner!

The Highs and Lows of Castro Valley

Here are the highest and lowest published sales in Castro Valley over the past month.



19100 Crest Ave. #36

Sold for \$357,000
1 Bed, 1 Bath, No Garage
910 Sq. Ft. without a Lot
Built in 1969, Closed on 10/23/2020



30503 Palomares Rd..

Sold for \$2,365,000
4 Bed, 3 Bath, 2 Car Garage
3,404 Sq. Ft. on 1,172,200 Sq. Ft. Lot
Built in 1966, Closed on 10/30/2020



Highly likely to recommend

-05/31/2020 – philgonsalves from Zillow

Leslie & Jon have been a pleasure to work with. I had been looking for a new house for some time and in no rush to move. They were patient with me and always willing to show me homes that I might be interested in. After a long time looking I found the right house. Not only did they help me find the right house but they also sold my former home even during a difficult time with COVID-19. I don't consider them just my relators I consider them friends. If you are buying or selling a home anywhere in the area I can't recommend them more. In addition to being great relators they are great people.



Amazing hard work and follow through

- 2020 Sandra from Realtor.com

Our experience with Jon and Leslie was really great. Jon worked with us more than Leslie but they were both easy to talk with and quick to respond to our questions. Our situation was complicated as we as a family were selling two houses and buying one large one together. They represented both of us and went to work to make our dream come true. Our sale and purchase ended up going into the Covid19 pandemic and could have been shut down. With Jon and Leslie's guidance and relationship with the seller's agent we were able to finally close the deal. Financing, title companies, notaries, property inspections all had to be dealt with during the pandemic and due to their amazing hard work and follow through, it all got accomplished. They are very professional and have many contacts in the field which were all to our benefit. If I were going to sell/buy again I would not hesitate to have Jon and Leslie and their team be our agents!

OUR TEAMS RECENT CASTRO VALLEY SALES

18632 Laredo Rd.

\$1,005,000 Represented the Buyer

19012 Schuster Avenue

\$1,020,000 Represented the Buyer

31013 Palomares Road

\$1,290,000 Represented the Buyer

5351 Proctor Road

\$1,030,000 Represented the Seller

18327 Joseph Drive

\$1,075,000 Represented the Seller

3113 Sunshine Place

\$1,090,000 Represented the Seller

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Are you nervous about selling your house right now?

If you are, you're not alone. Home values may be sky-high, but to sell and move, you need to find a place to live. You need to hunt for a rental or a home to purchase in a world where those things are more scarce and expensive due to COVID.

Because it's challenging, many people who want to sell don't do it, which creates even less housing inventory, which then drives prices further. It's a classic "vicious cycle."

But there are ways to break out of the cycle. The trick is to secure your next place first, before putting your current home on the market.

If you'd like to sell, the first step is to get information. Contact me to have a candid conversation about your home's value, what you need to do to prepare, and how to time the whole process correctly.



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