

# WELCOME TO A SELLER'S DREAM!

A "Seller's Market" doesn't fully describe what is going on in California right now for homesellers.

Let's just say "California Dreamin'" is alive and well right now if you're selling your home.

And the data proves it:



\$210,000

IN 2020, HOMESSELLERS TYPICALLY POKETED A NET CASH GAIN OF \$210,000 FROM THE SALE OF THEIR HOMES. THAT'S A **63.8%** INCREASE FROM THE PURCHASE PRICE!

SOURCE: C.A.R.

100%

IN 2020 HOMESSELLERS WHO LIVED IN THEIR HOUSE FOR LESS THAN FIVE YEARS EARNED A MEDIAN 16.5% PROFIT FROM THEIR SALES; THOSE WHO LIVED IN THEIR HOUSE FOR FIVE OR MORE YEARS TYPICALLY EARNED A MEDIAN PROFIT OF **100%**.

SOURCE: C.A.R.

\$813,980

CALIFORNIA'S APRIL 2021 MEDIAN SALES PRICE, A **NEW RECORD HIGH** FOR THE THIRD TIME IN FIVE MONTHS!

SOURCE: C.A.R.

+7.2% MTM,  
+34.2% YTY

THIS YEAR, CALIFORNIA'S **MEDIAN PRICE HAD THE STRONGEST PRICE GROWTH EVER RECORDED.**

SOURCE: C.A.R.

68.2%

OVER TWO-THIRDS (68.2%) OF HOMES **SOLD ABOVE ASKING PRICE** IN APRIL 2021.

SOURCE: C.A.R.



AND HERE'S THE CHERRY ON TOP: PROPERTY TAX SAVINGS! THANKS TO PROP 19, SENIORS, RETIREES, ALL HOMEOWNERS AGED 55+, HOMEOWNERS WITH SEVERE DISABILITIES AND VICTIMS OF NATURAL DISASTERS CAN MOVE CLOSER TO FAMILY, MEDICAL CARE, OR TO A HOME THAT BETTER MEETS THEIR NEEDS ANYWHERE IN CALIFORNIA WITHOUT A TAX PENALTY. (\*WITH AN ADJUSTMENT UPWARD IN THE TAX BASIS IF THE REPLACEMENT PROPERTY IS OF GREATER VALUE.)

**CURIOUS TO SEE HOW YOU CAN TAKE ADVANTAGE OF THESE OPPORTUNITIES?**

**AS A REALTOR®, I'M HERE TO HELP!**