

Central Contra Costa Market is Shifting – May 2022!

The Real Estate News is peppered with articles about the RE Market declining or decelerating. Reviewing these articles, the term “deceleration” means a slowing of value increases. Another article that discussed a “decline” in the market was referring to a reduction in the number of multiple offers. In other words, home prices are not rising as fast, and the number of competitive bids is less crazy. However, as of May 31, the YTD average sale price increase compared to 2021 was 18 plus percent. To see each city’s YTD comparison, go to www.YourContraCostaRealtor.com.

Nationally and locally, the real estate market is shifting. This is a result of escalating Mortgage Rates and severe inflation. The number of closed transactions remains static from April through May. The average Days on Market (DOM) has increased from 7.82 days in April to 9.45 days in May for closed transactions. Pending sales in May increased to 10.73 DOM. The most affordable cities in central county are still Concord and Martinez with average sale prices of \$952K and \$970K, respectively. The number of competitive bids has been dropping in April and May with few transactions realizing multiple offers. Also, inventory is creeping up.

What does this data imply? It’s still a strong market for sellers and I see prices continuing to rise, albeit at a slower pace. To get top dollar, your house really needs to shine. Sellers should perform inspections (roof, termite, home, and for homes built before 1960, sewer lateral inspections). Address deferred maintenance. Consider new interior paint using contemporary colors. Buyers prefer light colored, painted kitchen cabinets versus stained ones. Most importantly, hire an Experienced REALTOR to guide you through this process to get top dollar.

You can read additional blogs that I’ve written at www.YourContraCostaRealtor.com.



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Easy air travel tips for simplifying your trip

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Here are some ways to get through security faster: Do not wear jewelry. You can pack it in your carry-on and put it on later. Do not wear any clothing with sparkles or glitter (obviously). Empty your purse before you leave the house to remove the possibility of any metal items or other no-no’s that might have fallen in there (bottles with liquid, large binder clips, knives of any kind, screwdriver, measuring tape, etc.) I’m a professional organizer and always carry knives and tools in my bag, so it’s critical that I empty it before traveling. Dress to undress, need I say more? Wear slip-on shoes (wear socks, because ewwww!), have nothing in your pockets and avoid wearing anything that requires a belt on traveling day. Purchase the clear, small bottles and fill them with your own shampoo, conditioner and lotion. TSA has

strict guidelines about liquids that you can carry on so be sure to check the rules. Better yet, avoid all the hassle and apply for TSA PreCheck® at tsa.gov. It’s good for a few years and the line is faster.

During the flight, whether you are flying across the country or only for a few hours, you want to be as relaxed and comfortable as possible. Bring a scarf or shawl because airplanes are cold and it can serve as a blanket and make sure you bring your earbuds in case you do not want to chat with your seatmate the entire way. It’s a universal way of saying, “don’t talk to me” (in the kindest way). Lastly, bring snack bars because ... delays, delays, delays.

In conclusion, as always, being organized can make a huge difference, especially when you are traveling. The good news is that we can “move about the cabin” once again and I am grateful for the privilege of travel.

Happy trails! Stay safe!

Professional Organizer, Jennifer Raftis, CPO® founded Efficiency Matters, LLC to help you with all of your organizing needs for your home and business. She is a Certified Professional Organizer and an active board member with NAPO, National Association of Productivity and Organizing Professionals.

She is also an independent representative for The Container Store and has expertise in designing closets, garages, pantries, playrooms and more. In addition, she is a Corporate Organizing and Productivity Consultant and has worked with Fortune 500 companies across the U.S. Another large part of her business is move management especially working with seniors who are downsizing. She and her husband have lived in Moraga for 30 years, raising 3 kids and working countless volunteer hours with many local non-profit organizations and schools. Jennifer@efficiencymattersllc.com, 925-698-3756 www.efficiencymattersllc.com

