



There's No Place Like Home!

As a real estate professional, I strive to keep in touch with my clients and provide them with information that I hope they will find useful. This newsletter is an opportunity to let you know about the state of the market and current trends. It may even touch on ways that you could enhance your home's value. I hope the market data and articles will help you with understanding real estate today and help you with your real estate decisions. If you have any questions, please do not hesitate to contact me.

Amanda Chun



Trend, Tips & Tricks

Keys for Buying and Selling when the Market is slow

Keys for Selling When the Market is Slow

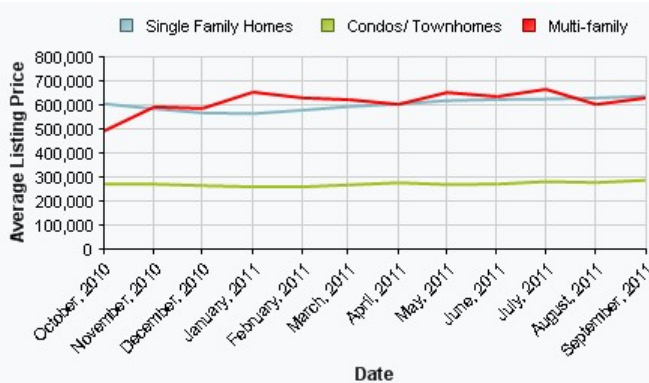
It's a whole new world for home buyers. So, how do you make a smart purchase? You can find some excellent bargains but you still need to do some work.

Check out the property tax records and recent history of nearby homes. Comparing the assessed value with nearby home sale prices can help give you an indication of the market value of the homes in the neighborhood. But don't expect the assessed value to be an accurate value of what the home you are interested in would sell for. The assessment may be almost a year old and reflect a higher or lower price. In some areas, assessments are deliberately low for tax assessment purposes, and don't reflect market value.

So compare the sold price of nearby properties with their assessed value to determine how close the assessed value is to the market price. But remember the house you are interested in may be in better or worse condition than when it was assessed, and may be in better or worse condition than recently-sold homes in the neighborhood.

Fremont, Newark, & Union City! Real Estate Sales Data

Average Listing Price (last 12 months)

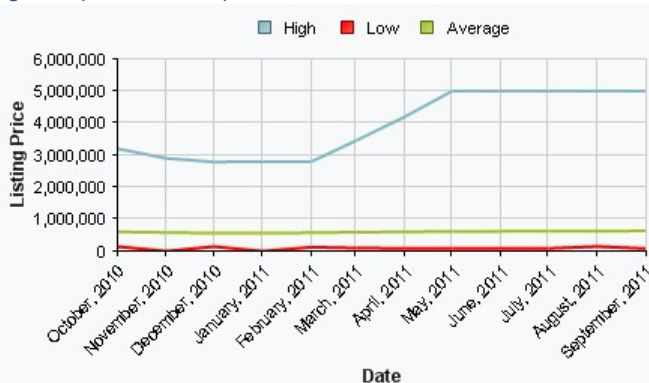


AVERAGE LIST PRICE IN SEPTEMBER

Single Family Homes	\$636,899	Condos/ Townhomes	\$287,477	Multi-family	\$629,581
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Fremont, Newark, & Union City! Real Estate Sales Data

Average Listing Price (last 12 months)



LIST PRICES FOR SINGLE FAMILY HOMES IN SEPTEMBER

High	\$5,000,000	Low	\$84,500	Average	\$636,899
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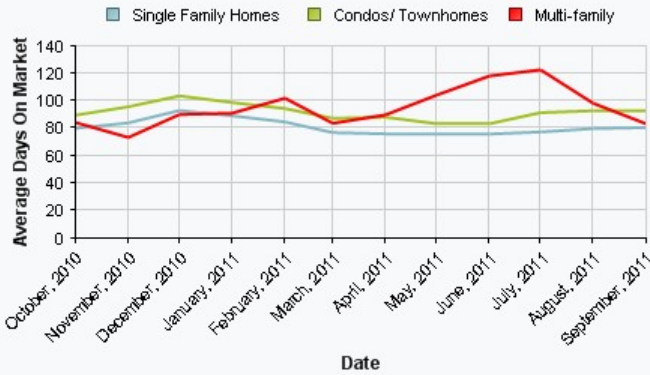
Negotiate the best Deal

How to Negotiate the Best Deal

Buyers are finally being able to take advantage of cooling trends in previously hot markets. Multiple offers are no longer being thrown at sellers as soon as the For Sale sign hits the front yard. Here's a tip about negotiating the best deal. Don't request anything that requires quality workmanship. Don't ask them to paint. They won't do it the way you want. They'll do a quick and cheap job. Also, don't get carried away and ask for the entire store. Be reasonable.

Fremont, Newark, & Union City! Real Estate Sales Data

Days on Market (last 12 months)

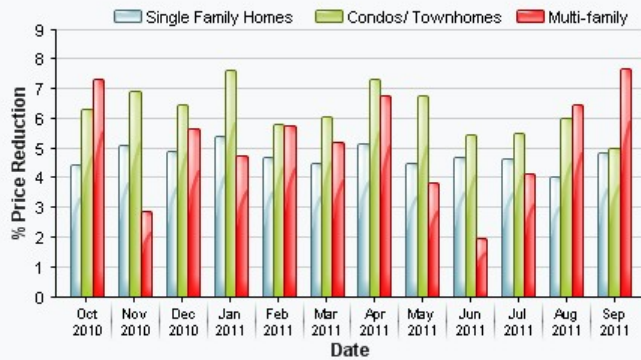


CURRENT AVERAGE DAYS ON MARKET IN SEPTEMBER

Single Family Homes	81	Condos/Townhomes	93	Multi-family	83
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Fremont, Newark, & Union City! Real Estate Sales Data

Price Reduction (last 12 months)



RECENT PRICE REDUCTIONS IN SEPTEMBER

Single Family Homes	4.9%	Condos/Townhomes	5.0%	Multi-family	7.7%
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An Easy Appliance Fix - Without Calling an Expert

Garbage Disposal Stops

Garbage Disposals are designed to shut off when they are jammed to the point of stalling the motor. This is to prevent motor burn out. They also are designed so you can dislodge whatever is inhibiting operation. Underneath the unit you will see a hex-head slot. All units should come with a wrench to match the slot, but if you have misplaced it, don't fret; an Allen key will work just as well.

1. First, and most importantly, unplug the unit. Locate the slot in the center of the underside of the unit.
2. Next, fit the wrench into the slot and work it back and forth so the blades move. Continue doing this until the unit is spinning without resistance.
3. With the unit spinning freely, plug it back in and press the reset button. Now test the unit while running a lot of water.

Home Improvements and Which Ones to Do

Home Improvements and Which Ones to Do

Whether you plan to sell in the near future, or just want to improve the value of your home, here is one low cost improvement you should consider. **Install decorative molding.** Do you have cracks and imperfections around corners and edges in each room? Get thick molding to cover those spaces while adding a bit of character to the room. Crown molding can also add luxury feel to an ordinary room, and can dramatically improve the appearance and value of a home. Current products on the market are easy to install by any home owner.

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