



theRIGHTmove
By Terrylynn Fisher, Broker Associate
www.BuyStageSell.com



Don't Fall for the Next Shocking Headlines About Home Prices

If you are thinking of buying or selling a home, one of the biggest questions you have right now is probably, "What's happening with home prices?"

It's no surprise you don't have the clarity you need on that topic. Part of the issue is how headlines are talking about prices. They report the news with a negative slant by comparing current stats to the last few years. But comparing this year to the "unicorn" years (when home prices reached record highs that were unsustainable) is an inappropriate analysis.

As prices begin to normalize, the headlines suggest that this is bad, thereby causing people to fear what's next, unaware that the worst home price declines are already behind us. It has not been reported that we are now starting to see the return to more normal home price appreciation.

The Seasonality of Real Estate

To help make home price trends easier to understand, focus on what is typical for the market and omit the last few years, — they were anomalies.

In the housing market, there are predictable ebbs and flows that happen each year. Spring is the peak home buying season when the market is most active. That activity is typically still strong in the summer but begins to wane as the cooler months approach. Home prices follow along with seasonality because prices appreciate most when something is in high demand.

Before the recent abnormal years, there was a reliable long-term home price trend. As the data from the last 48 years shows, at the beginning of the year, home prices grow, but not as much as they do entering

the spring and summer markets.

The market is less active in January and February since fewer people move in the cooler months. As the market transitions into the peak home buying season in the spring, activity ramps up, and home prices rise more in response. Then, as fall and winter approach, activity eases again. Price growth slows, but it still typically appreciates.

Headline Terminology Misleads, Provokes Fear

In the coming months, the housing market will move further into a more predictable seasonal rhythm. However, as in the past, headlines will mistake these typical home price trends as an alarming market event and at the very least are misleading.

They will use terminology to provoke a reaction from its audience such as:

"Appreciation" for when prices increase.

"Deceleration of appreciation" when prices continue to appreciate, but at a slower or more moderate pace.

"Depreciation" when prices decrease.

They are going to paint the slowing rate of home price growth (deceleration of appreciation) that is typical of market seasonality in the fall and winter and think prices are falling (depreciation).

Do not let those headlines confuse you or spark fear. Instead, remember it is normal to see a deceleration of appreciation, slowing home price growth, as the seasons change.

If you have questions about home prices in our local area, let's connect.

ENTERTAIN FRIENDS AND FAMILY IN A KITCHEN YOU LOVE



Transform Your Home:

- Complete design service - concept through construction drawings
- Personalized material and product selection
- Top quality craftsmanship
- Firm start and finish dates
- 5-Year Written Guarantee



Call **877.734.6404** or visit **CareyBros.com** to schedule your virtual or in-home design consultation

CAREY BROS. REMODELING
CA State License #442880

Center for Elders' Independence Begins Construction on Tri-Valley PACE Center

Center for Elders' Independence, a provider of PACE healthcare and services for older adults in Alameda and Contra Costa counties, has begun construction for a new PACE Tri-Valley location in Livermore with a ground-breaking ceremony on June 30. This new center will cater to the growing number of older residents in the Tri-Valley area and provide coordinated medical and social services close to their homes.

PACE (Program for All-inclusive Care for the Elderly) is a national model of care designed for individuals over 55 years with pre-existing conditions. PACE focuses on preventive treatment, helping older adults to stay in their homes and out of hospitals and nursing homes.

The PACE Tri-Valley will serve the communities of Dublin, Pleasanton, San Ramon, and Livermore Valley. It will feature a recreational and social center, an occupational and physical rehab gym with exercise equipment, a primary care health clinic, a serving kitchen, a patio, and administrative offices.

Since May 1, 2021, CEI has served Contra Costa at its Concord location in the Civic Executive Park, 1465 Civic Court.

According to Maria Zamora, CEO, the Tri-Valley area has a large need for senior healthcare services and social connections. "By opening this new center, older community members won't have to travel over an hour to see

their doctor. They can find treatment from doctors who look like them and speak like them in a community they are familiar with," she said.

Alameda County's population of older adults is growing rapidly according to the California Department of Aging. Between 2010 and 2060, the population of those over 60 is expected to grow by 195%, while the over-80 population will grow by 534%.

PACE Tri-Valley is projected to open in the first months of 2024 at 2441 Constitution Drive in Livermore.

CEI has served East Bay seniors and their families for over 40 years. Currently over 1,100 senior participants are in CEI PACE. CEI's doctors, rehab therapists, nurses, social workers, drivers and home care aides specialize in serving only elders and are committed to advocating for healthcare equity. For more information about Center for Elders' Independence, visit elders.org or call (844) 319-1150.

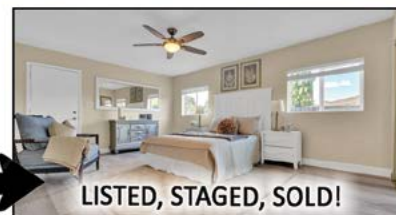


DRESSING UP HOMES WITH DESIGN AND PURPOSE

Dressed To Sell LLC has its own fleet of moving trucks, a fully stocked furniture, art and accessory warehouse, allowing a quick response and lead times. Our passion is turning spaces into showplaces!



LISTED, STAGED, SOLD!



LISTED, STAGED, SOLD!

Collaboration gets results for our clients!

No one understands my client needs, the theory of staging, demographics, and style like **Dressed To Sell**.



Terrylynn Fisher

REALTOR® | CRS, SRES, CSP Elite Agent

925.876.0966 | DRE# 00615420

Info@BuyStageSell.com | BuyStageSell.com



Consult with me Early, so we can Plan, Budget, and Strategize!

I have not and will not verify or investigate information provided or supplied by third parties.