

Country Estates

JANUARY 2015

2280 ROCKVILLE ROAD, FAIRFIELD, CA 94534

ISSUE ONE



*Current listings
(clockwise): 3263
Formby Ln, 2550
Mankas Corner
Rd, 712 Placer Cir*

Where is Housing Headed for the Bay?

Top agents sound off on Bay Area markets in the new year.

Trailing after what may have been one of the top years for real estate in the Bay Area, many are curious to see if the forecast will continue with much of the same in 2015. Economic forecasters who claim to be “in the know” suggest that the market will continue the positive trend, thanks to gas prices being down, the stock market being up, and favorable trends that produce disposable income and greater confidence in the markets.

Much of this success has been driven by abundant tech and IPO dollars, a well-educated and growing professional population, a moderate climate year round, and the inability to

easily expand housing units within our borders, thus proving once again that real estate is highly localized. This is fantastic news for Bay Area sellers and tougher news for buyers, no doubt, emphasizing the continuing need for an active approach that includes pre-approval with a local lender, knowledgeable vigilance and tracking of your identified communities, quick decision making, pre-inspections when allowed and early alignment with a successful neighborhood specialist to dig out any “off-market” opportunities.

We will not see a slowdown in development or redevelopment of properties in such areas as San Francisco and Oakland, where housing is desired or needed; however, there are counties with successful businesses that are proceeding too slowly or not at all in approving new development projects, which could help spread the housing need and desire off overburdened cities.

More people in the 50 to 60 age range will sell while Millennials will buy. Sellers will still get multiple offers. Demand will exceed supply, as fewer residential units are set to be built

Single-family homes will become even more valuable, while demand will surge in relatively affordable neighborhoods.

in 2015. However, buyers and renters may see relief in future years, because units are in the pipeline of future housing developments. Single-family homes will be even more precious and more valuable, while demand will surge in relatively affordable neighborhoods.

Courtesy: SF Gate Real Estate



Patina Home and Garden: 1500 Oliver Road, Suite C, Fairfield, CA

Did you resolve to spruce up your home in the new year, or are you simply more interested in crafting your way to a new hobby in fun workshops? This shop's inviting environment is bursting with great products and every imaginable shade of Annie Sloan's chalk paint to help kickstart your most creative year! **Open Wed-Sat: 11-5pm; Sun: 11-2pm.**

Vacant Land Prices: Stop, Drop, and Surge

Land prices have dropped from a median high of \$590,000 in 2006 to \$127,500 in 2013. Land today can be purchased at a 78% discount from the 2006 peak and a 37.5% discount from peak levels in 2003.

The overhang of land inventory remains high with 319 listed properties by the end of May 2013. That number, compared to the 335 listed vacant land lots from the same time a year prior, represents a 5 percent decrease in inventory. Land inventory is off by 32% from an all-time high of 470 in 2009.

Land sales volume has picked up significantly since the beginning of the year with 16 sales in April and 18 sales in May, the best showing since 2006. At the current rate of land sales, it would take 17.7 months to liquidate the inventory, compared with 24 months in 2012. This is the lowest reading since 2006 and is considered a positive signal, triggered by increased sales volumes.

Courtesy: Elisa Andreis, J.D.

Current Listings with Country Estates, Inc.



GREEN VALLEY AREA

	PRICE	AGENT
2550 Mankas Corner Road	\$1,495,000	Bob&Rose Ogan
1554 Rockville Road	\$675,000	Candice Sullivan
5320 Delos Court	\$679,500	Bob&Rose Ogan
768 Overture Lane	\$599,950	Andy Klink
5222 Pavilion Court	\$608,000	Claire Boyd
404 Knoll Drive	\$599,000	Anne Ridens
5303 Bayridge Drive - LOT	\$321,00	John Stallings
4095 Oakwood Drive - LOT	\$235,000	John Stallings
789 Emerald Bay Drive - LOT	\$198,900	Gina Waters
747 Bridle Ridge Court - LOT	\$335,000	Bob&Rose Ogan

FAIRFIELD AND VACAVILLE

	PRICE	AGENT
1102 Skywest Court, Fairfield, CA	\$945,000	Gina Waters
3263 Formby Ln, Fairfield, CA	\$599,000	Candice Sullivan
712 Placer Circle, Vacaville, CA	\$572,500	Gina Waters



1554 Rockville Rd, Fairfield, CA 94534

Nestled in the Green Valley Highlands, this home sits comfortably among the hills with serene views of landscaped nature and Mt. Diablo.

Listing of the Week

This contemporary style home is a rarity in the Green Valley Highlands! Located near the Green Valley Country Club, this nearly-3,000 square foot home is close to many possibilities for luxurious socializing, while providing a quick and private escape on a one-acre lot.

New redwood and wrought-iron decking provides a great new setting for entertaining and relaxing with beautiful, close-up views of the natural area surrounding the home, as well as fantastic views of Mt. Diablo and everywhere in between.

Cathedral ceilings with picture windows throughout the house bring the beauty of the outside into the home, providing a serene experience no matter where you are in the home. The natural landscape with beautiful views provides a lovely arrival and visit on this private, one-acre lot with ample parking for everyone who wishes to be part of this peaceful and serene setting. If you are looking for privacy and nature, this is the home for you!

**Call Candice Sullivan or Sheryl Tamietti for more information:
(707)410-7880 or (707)688-2904**