

BLACKSTONE

Real Estate Market Update Report – May 2023



Presented by The Friedrich Team
Your Blackstone Real Estate Specialists

www.TheFriedrichTeam.com



BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – April 2023

Pending Sales in Blackstone

Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Summit View	4	3	2,453	\$919,000	4/12/2023	2
Pending	Palisades I	4	3	2,198	\$699,000	4/18/2023	4

Recent Sales in Blackstone

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
5360 Brentford Way	Summit View	5	5	4,041	\$1,289,000	\$1,289,000	4/03/2023	13
8018 Ryland Dr	Palisades I	3	2	1,429	\$640,000	\$640,000	4/04/2023	8
2864 Royal Oaks Dr	The Ridge	5	5	4,253	\$1,325,000	\$1,262,500	4/06/2023	10
4079 David Loop	Shenandoah	3-4	3	2,128	\$769,000	\$769,000	4/10/2023	20
5079 Arlington Way	Shenandoah	5	4	3,485	\$975,000	\$950,000	4/21/2023	44
3559 Rosecrest Cir	Sagewood	3-5	3	2,404	\$724,900	\$724,900	4/24/2023	17
5398 Brentford Way	Laurent	5	4	3,458	\$1,125,000	\$1,085,000	4/27/2023	40

Are you **READY** to **SEIZE**

a **GOLDEN OPPORTUNITY**

in the **HOUSING Market** ?



With buyers eager to find their dream homes and inventory levels still relatively low, the spring housing market presents a prime moment for sellers to make a great deal. That's why if you're thinking about selling your house, this is a great time to do so.

“

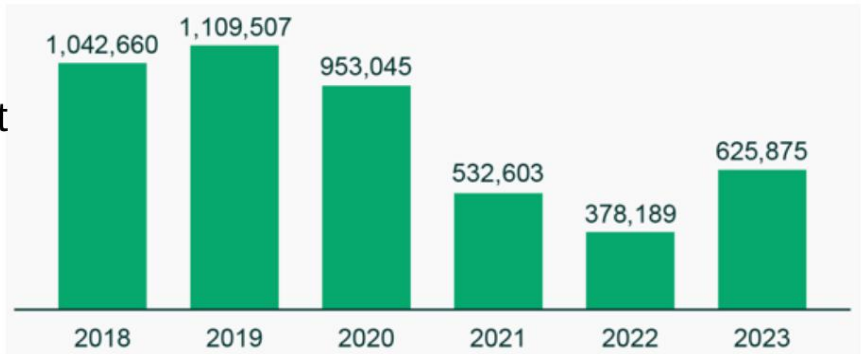
While the number of homes for sale is increasing, it is still

43.2% lower

than it was before the pandemic in 2017 to 2019. This means that the number of homes available to buy on an average day is still lower compared to a few years ago.

The Number of Homes for Sale is Up from Last Year, but Below Pre-Pandemic Numbers

Source: *realtor.com*



HOW THIS IMPACTS YOU?

The current housing market is experiencing a surge in demand from eager homebuyers, but unfortunately, there aren't enough homes available to meet that demand.

If you're one of those homeowners who have been thinking about selling but haven't taken the leap yet, now is the time to act.



So, if you're ready to capitalize on this golden opportunity, call us today at 916-302-7220 and discuss how we can help you make the most of this hot seller's market.

Maic Friedrich DRE#01423218, Renee Friedrich DRE#01796570, The Friedrich Real Estate Group, and EXP Realty DRE#01878277 are not in any way affiliated with any Blackstone Homeowners Associations, nor is this in any way an official advertisement or publication of Blackstone. ©2018 All rights reserved. This representation is based on sales and data reported by multiple brokers/agents to the MetroList on 4/1/2023 Listings and sales may not be those of EXP Realty. The National Association of Realtors® and MetroList does not guarantee the accuracy of this data, which may not reflect all of the real estate activity in the area. E&OE. This market report is not intended to solicit properties already listed for sale nor intended to cause a breach of an existing agency relationship. *Estimated square feet rounded down to nearest hundred.



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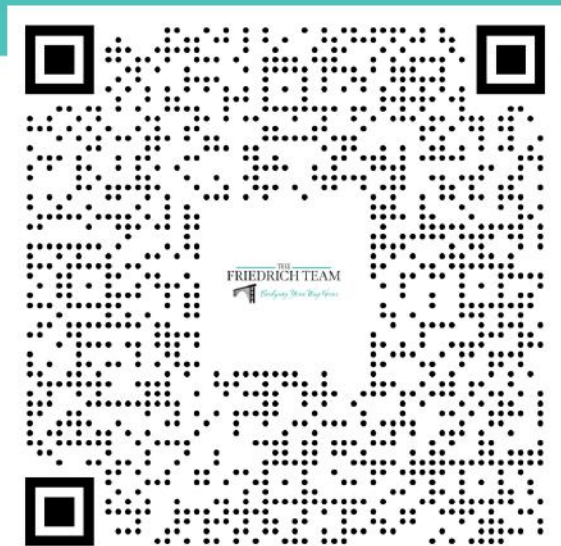
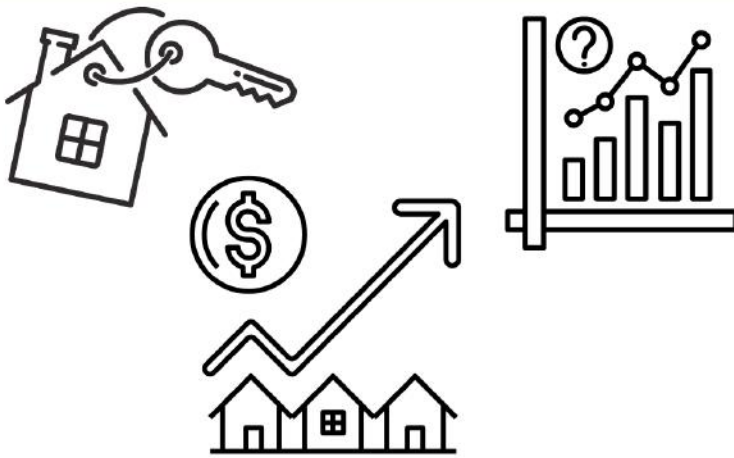
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listings, and recent sales.

Are you curious about real estate? Maybe you're looking to buy a new home, invest in property, or just explore the current market trends.



We created a series of helpful videos that will provide you with the information you need to make informed decisions. Scan the QR code and take the first step toward your real estate goals. Your dream home or next big investment may be just a click away!



Analyze your home's equity position
and what you can do with it to build
wealth, save money, and much more.

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Real Estate Market Update Report – March 2023

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Pending	Sagewood	4	3	2,607	\$765,000	3/24/2023	4
Pending	Laurent	5	4	3,458	\$1,125,000	3/28/2023	40
Pending	Sagewood	3-5	3	2,404	\$724,900	3/30/2023	17

Recent Sales in Blackstone

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
2291 Keystone Dr	Summit View	5	5	4,041	\$1,188,000	\$1,188,000	3/03/2023	45
3061 Copperwood Way	Shenandoah II	4	3	2,316	\$729,000	\$729,000	3/03/2023	4
915 Candlewood Dr	Laurelton	3	4	3,248	\$1,100,000	\$1,065,000	3/07/2023	49
8674 Mahonia Dr	Chapparral	4	3	2,194	\$695,000	\$695,000	3/10/2023	2
643 Idlewood Pl	Laurelton	4	5	4,159	\$1,350,000	\$1,300,000	3/22/2023	5
612 Idlewood Pl	Laurelton	4	5	4,198	\$1,379,000	\$1,275,000	3/23/2023	124
5007 Arlington Way	Shenandoah	4	3	2,361	\$809,500	\$795,000	3/24/2023	3



QUARTERLY REVIEW

January - March 2023

Active Listings

4

Price Range

\$840,000 - \$1,349,000

Sold Homes

10 ↓

Price Range

\$695K - \$1.30M

Average Days On
Market



47 ↑

Average Price
Per SQFT

\$322 ↑

High: \$372 Low: \$292

Sold / List
Price Ratio

98% ↑

High: 100% Low: 92%

“The Blackstone market experienced a decrease in the number of sales when compared to the previous quarter (from 17 homes sold to 10). The median price also decreased from \$810,000 to \$797,500. Although this is the case, we see an increase in price per square foot (from \$305 a sq ft to \$322) and sold-to-list price ratio (from 97% to 98%). The overall days on market are up from 44 days to 47 days however, the market conditions this quarter suggests that although the number of homes sold has decreased, the demand for housing in the Blackstone market has increased. The increase in the sold-to-list price ratio also suggests that buyers are willing to pay more for the property. If you're ready to sell your home, now may be the perfect time. Don't miss out on the opportunity to sell your property for a great price – contact us to get started!”

For a copy of the detailed reports or questions in general, give us a call. We would love to help!



Thinking of Selling?

Let's connect! Scan the QR Code or give us a call to learn more about how you can get the most out of your investment!

📞 916-302-7220



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**Do you find yourself daydreaming
about a fresh start in a new space?**

**Is it time to sell your home and
embrace a new chapter in your life?**

If you've been waiting for the right time to sell your house, low inventory this spring sets you up with a big advantage. The less competition you're likely to face from other sellers means your house will get more attention from buyers looking for a home this spring.

Let's connect to ensure your house is ready to hit the market and get top dollar for your property!



Analyze your home's equity position
and what you can do with it to build
wealth, save money, and much more.

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BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – February 2023

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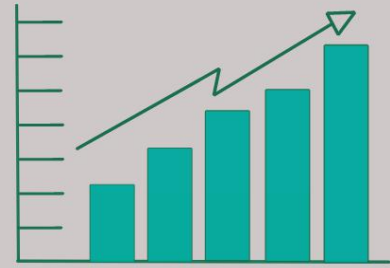
Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Laurelton	4	5	4,198	\$1,379,000	2/07/2023	124
Pending	Chapparral	4	3	2,194	\$695,000	2/09/2023	2

Recent Sales in Blackstone

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
4084 David Loop	Shenandoah	3	3	2,128	\$759,000	\$737,000	2/27/2023	41



DID YOU KNOW?



Over the past five years, the average home price in California has risen by 50.1%, according to the Federal Housing Finance Agency (FHFA)? That's an incredible increase that has resulted in homeowners sitting on significant equity. The latest Homeowner Equity Insights report from CoreLogic shows that the average homeowner's equity has grown by \$34,300 over the past year alone.

As a homeowner, you may be sitting on more equity than you realize. Not only does equity help increase your overall net worth, but it can also help you achieve other goals, like buying your next home!

With home prices continuing to rise, the equity you hold can cover a significant portion, if not all, of the down payment on your next home.



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🌐 thefriedrichteam.com

Homeownership is a long-term investment, and the equity you've gained over the years can have a massive impact on your financial future.

To find out just how much equity you have in your home and how you can use it to fuel your next purchase, let's connect!

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If you haven't made a final decision about whether or not to sell your primary residence, have you considered turning it into a rental property?



To learn more about the Pros and Cons of Renting Out Your Home, scan the QR Code!



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Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Laurelton	3	4	3,248	\$ 1,100,000	1/19/2023	49
Pending	Shenandoa	3	3	2,128	\$ 759,000	1/26/2023	41

Recent Sales in Blackstone

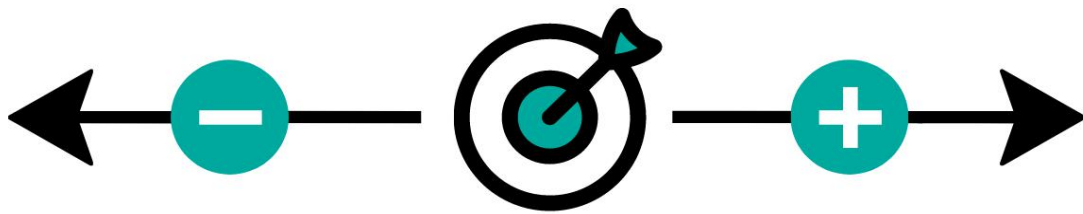
Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
225 Seacrest Ct	The Enclave	3	3	2,150	\$ 825,000	\$ 800,000	1/10/2023	47
3004 Ferncliff Way	Sagewood	4-5	3	2,607	\$ 769,900	\$ 760,000	1/18/2023	146

Want To Sell Your House?

Set the Right Price

Due to increasing mortgage rates, the housing market slowed down last year, which had an impact on home prices. You'll want to adjust your expectations accordingly if you plan to sell your home soon.

In a more moderate market, how you price your home will have a significant impact on both your bottom line and how quickly your house could sell. And the truth is that in today's market, houses that are priced right continue to sell!



UNDERPRICED

- Loses Value
- Decreases future buying power
- Deters skeptical buyers

MARKET VALUE

- Attracts more buyers
- Higher sale price
- Faster sale

OVERPRICED

- Sits on the market longer
- Price drops may convey the wrong impression to buyers
- Prices out potential buyers

Homes that are priced according to the current market value are selling.

Let's connect so we can help you accurately price your home, maximize your sales potential, and minimize your hassle!



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12345

Are you thinking about selling, but not sure where you would move next?



There are so many reasons to consider selling your home now. No matter what your motivation is, thinking about where you will go is an important part of the process.

Call us today so we can help you build a strategy that works for you!



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Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Sagewood	4-5	3	2,607	\$769,900	12/21/2022	146

Recent Sales in Blackstone

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
7169 Black Hawk Dr	Enclave	4	3	2,285	\$799,000	\$775,000	12/02/2022	162
5107 Arlington Way	Shenandoah	5	4	3,458	\$1,025,000	\$975,000	12/02/2022	25
5023 Brentford Way	The Estates	5	4	3,326	\$865,000	\$800,000	12/06/2022	67
8105 Avanti Dr	Palisades II	5	4	2,426	\$659,000	\$650,000	12/06/2022	36
917 Lynwood Ct	Laurelton	4	5	4,041	\$1,399,000	\$1,300,000	12/06/2022	16
3579 Landsdale Way	Fiora	4	3	2,891	\$949,900	\$900,000	12/12/2022	63
2241 Aiken Way	The Estates	3-4	3	2,670	\$929,000	\$915,000	12/12/2022	48
8659 Mahonia Dr	Chapparral	4	3	2,194	\$679,000	\$665,000	12/16/2022	29
271 Dana Loop	Shenandoah	5	4	3,458	\$825,000	\$810,000	12/29/2022	71



4th QUARTER REVIEW

Q4 of 2022 vs Q4 of 2021

Active Listings

6

Price Range

\$759,000 - \$1,379,000

Sold Homes

17 ↓

Price Range

\$625K - \$1.30M

Average Days On Market



44 ↑

Average Price Per SQFT

\$305 ↓

High: \$437

Low: \$234

Sold / List Price Ratio

97% ↓

High: 100%

Low: 92%

“

The Blackstone market experienced a decrease in the number of sales in the last quarter of 2022 (17) when compared to the last quarter of 2021 (20). The median price also decreased from \$976,944 in Q4 of 2021 to \$810,000 in Q4 of 2022. We see a similar decrease in price per square foot from \$332 a sq ft to \$305 a sq ft. The average sold-to-list price ratio decreased from 103% to 97% and the overall days on market are up from 19 days in Q4 of 2021 to 44 days in Q4 of 2022. As expected, the longer days on the market translate to a lower sales-to-price ratio, showing why it is critical to hire an expert to help with your pricing strategy.

”

For a copy of the detailed reports or questions in general, give us a call. We would love to help!



Thinking of Selling?

Let's connect! Scan the QR Code or give us a call so you have an expert by your side to guide you in today's market.

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If buying or selling a home is part of your dreams for 2023...

It's essential for you to understand today's housing market, define your goals, and work with industry experts to bring your homeownership vision for the new year into focus.

Buying or selling a home is a big process that takes expertise to navigate. If that feels a bit overwhelming, you aren't alone.

Don't let uncertainty hold you back from your goals this year. We can help bridge that gap and give you the best advice and information about today's market. Let's connect to plan how your dreams for 2023 can become a reality!



Analyze your home's equity position and what you can do with it to build wealth, save money, and much more.

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Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	The Estates	3-4	3	2,670	\$929,000	11/14/2022	48
Pending	The Estates	5	4	3,326	\$865,000	11/15/2022	67
Pending	Chapparral	4	3	2,194	\$679,000	11/16/2022	29
Pending	Fiora	4	3	2,891	\$949,900	11/17/2022	63
Pending	Palisades II	5	4	2,426	\$659,000	11/18/2022	36
Pending	The Enclave	3	3	2,150	\$825,000	11/23/2022	47

Recent Sales in Blackstone

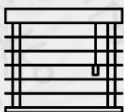
Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
1103 Gemwood Way	Alta Mira	3	2	2,224	\$739,000	\$739,000	11/07/2022	11
2520 Cobble Rock Way	Pinnacle	4-5	5	3,545	\$1,198,000	\$1,185,000	11/14/2022	17
5101 Arlington Way	Shenandoah	5	4	3,485	\$1,075,000	\$1,025,000	11/18/2022	45



Winter Home Selling Checklist

As you get ready to sell your house, add these items to your to-do list. We can also provide other helpful tips based on your specific situation.

Make It Inviting

☐

Open blinds or curtains to let the light in

☐

Check lightbulbs and replace as needed

☐

Take down personal photos or items

☐

Fix anything that's broken

☐

Give every room a clear purpose

Show It's Cared For

☐

Clean your vents and baseboards

☐

Vacuum, mop, or sweep floors

☐

Declutter throughout

☐

Organize countertops, cabinets, and closets

☐

Touch up any scuffs on the walls

Boost Curb Appeal

☐

Power wash outdoor surfaces

☐

Clean the windows (inside and out)

☐

Tidy up the landscaping

☐

Freshen up your entry

☐

Sweep patios, decks, and walkways

Let's connect so you have advice on what you may want to do to get your house ready to sell this season.

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Scan the QR code to learn more about why we believe you should list your house during the holiday season.



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WE WISH YOU A

**Happy
Holidays!**

How many of you have dream home on your wishlist this Christmas?
Let's connect so we can help you be in your new home this
holiday season.



Analyze your home's equity position
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BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – October 2022

Pending Blackstone Homes Currently In Escrow

Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Alta Mira	3	2	2,224	\$739,000	10/09/2022	11
Pending	Enclave	4	3	2,285	\$799,000	10/23/2022	158
Pending	Pinnacle	4-5	5	3,545	\$1,198,000	10/24/2022	17
Pending	Laurelton	4	5	4,041	\$1,399,000	10/29/2022	16
Pending	Shenandoah	5	4	3,485	\$1,075,000	10/31/2022	45

Blackstone Homes Currently Sold

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
3582 Rosecrest Cir	Sagewood	3-4	3	2,384	\$728,000	\$728,000	10/07/2022	7
2220 Aiken Way	The Estates	5	5	3,326	\$895,000	\$895,000	10/12/2022	29
4107 David Loop	Shenandoah	5	4	3,458	\$999,000	\$975,000	10/14/2022	2
8035 Avanti Dr	Palisades II	3	2	1,429	\$635,000	\$625,000	10/19/2022	37
546 Coppice Ct	Chapparral	4	3	2,422	\$725,000	\$690,000	10/26/2022	81



QUARTERLY REVIEW

July - September 2022

Active Listings

9

Price Range
\$739K - \$1.99M

Pending Sales

4

Price Range
\$635K - \$999K

Sold Homes

24 ↑

Price Range
\$590K - \$1.2M

Average Days On
Market



31 ↑

Average Price
Per SQFT

\$338 ↓

High: \$413 Low: \$277

Sold / List
Price Ratio

98% ↓

High: 104% Low: 91%

“The Blackstone market experienced an increase in the number of sales (24) when compared to the second quarter of this year (22). The median price decreased from \$1,038,000 in the second quarter to \$902,000 in the third quarter. We see a similar decrease in price per square foot from \$356 a sq ft to \$338 a sq ft in the third quarter. Even if we see a decrease in the average sold-to-list price ratio from 102% in the second quarter to 98% in the third quarter, the third quarter of 2022 still tells us that there are a good number of potential buyers out there. Overall days on market are up from 15 days in the second quarter to 31 days in the third quarter. As expected, the longer the days on market the lower the sales-to-price ratio, showing again how important it is to have us help you with your pricing strategy.”

For a copy of the detailed reports or questions in general, give us a call. We would love to help!



Sell with us for a hassle-free experience!

Scan the QR code or call us to schedule a 15-minute strategy session.

📞 **916-302-7220** 🌐 thefriedrichteam.com

Mia Friedrich DRE#01423218, Renee Friedrich DRE#01796570, The Friedrich Real Estate Group, and EXP Realty DRE#01878277 are not in any way affiliated with any Blackstone Homeowners Associations, nor is this in any way an official advertisement or publication of Blackstone. ©2018 All rights reserved. This representation is based on sales and data reported by multiple brokers/agents to the MetroList on 10/1/2022. Listings and sales may not be those of EXP Realty. The National Association of Realtors® and MetroList does not guarantee the accuracy of this data, which may not reflect all of the real estate activity in the area. E&OE. This market report is not intended to solicit properties already listed for sale nor intended to cause a breach of an existing agency relationship. *Estimated square feet rounded down to nearest hundred.



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Thanksgiving is a day to be grateful for family and friends.

On this special day, we want to share a sincere "thank you" to our friends and clients for being a part of our journey this year. We've genuinely enjoyed working with you and getting to know you! Thank you for supporting our business with your friendship and referrals.

-- The Friedrich Team

Happy
Thanksgiving



Analyze your home's equity position
and what you can do with it to build
wealth, save money, and much more.

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BLACKSTONE

Real Estate Market Update Report – October 2022



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BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – September 2022

Pending Blackstone Homes Currently In Escrow

Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	The Estates	5	5	3,326	\$895,000	9/16/2022	29
Pending	Sagewood	3-4	3	2,384	\$728,000	9/22/2022	7
Pending	Chapparral	4	3	2,422	\$725,000	9/26/2022	81
Pending	Palisades II	3	2	1,429	\$635,000	9/28/2022	37

Blackstone Homes Currently Sold

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
8043Avanti Dr	Palisades II	4	3	2,336	\$709,000	\$675,000	9/01/2022	50
8060 Ryland Dr	Palisades I	4	4	2,426	\$699,900	\$675,000	9/06/2022	32
3165 Aldridge Way	Shenandoah	5	4	3,458	\$1,245,000	\$1,135,000	9/06/2022	22
4010 David Loop	Shenandoah	4	3	2,361	\$845,000	\$835,000	9/07/2022	35
2941 Royal Oaks Dr	The Ridge	4-5	4	3,246	\$1,150,000	\$1,130,000	9/19/2022	42
8091 Avanti Dr	Palisades II	4-5	3	2,336	\$699,900	\$690,000	9/19/2022	40
5398 Aspen Meadows Dr	Solstice	4	3	3,104	\$1,149,999	\$1,145,000	9/19/2022	5
2025 Larkstone Pl	Alta Mira	4-5	3	2,768	\$829,900	\$820,000	9/23/2022	25
5202 Brentford Way	The Estates	3	3	2,385	\$949,900	\$949,000	9/30/2022	61
4012 Fawn Creek Way	Pinnacle	4	4	3,402	\$969,000	\$969,000	9/30/2022	35

Today's market is at a turning point, making it more essential than ever to work with a real estate professional. Not only will a trusted real estate advisor keep you updated and help you make the best decisions based on current market trends, but they're also experts in managing the many aspects of selling your house.

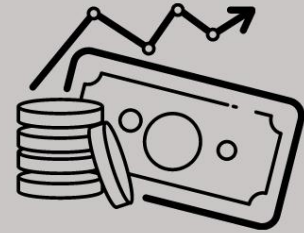
Here are **5 KEY REASONS** why working with us makes sense **TODAY**



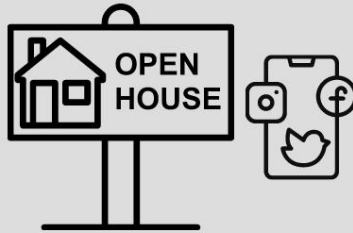
We Follow The
Latest Market
Trends



We Are Trained
Negotiators



We Know How To
Set The Right Price
For Your House



We Help Maximize
Your Pool Of Buyers



We Understand
The Fine Print

Whether it's following local and national trends and guiding you through a shifting market or pricing your house right, we have essential insights you'll want to rely on throughout the transaction. Don't go at it alone.

**If you are planning to sell
your house, let's connect.**



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Are You Ready To Sell This Fall?

When it comes to selling your house, you want it to look its best inside and out. We can help you decide what to focus on to make that happen.

Let's connect so you have advice on what you may want to do to get your house ready to sell this season.



Analyze your home's equity position
and what you can do with it to build
wealth, save money, and much more.

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BLACKSTONE

Real Estate Market Update Report – September 2022



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BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – August 2022

Pending Blackstone Homes Currently In Escrow

Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Palisades I	4	4	2,426	\$699,900	8/03/2022	32
Pending	Shenandoah	5	4	3,458	\$1,245,000	8/03/2022	22
Pending	Shenandoah II	3-4	3	2,128	\$720,000	8/16/2022	60
Pending	The Ridge	4-5	4	3,246	\$1,150,000	8/18/2022	42
Pending	Solstice	4	3	3,104	\$1,149,999	8/18/2022	5
Pending	Shenandoah	4	3	2,361	\$845,000	8/19/2022	35
Pending	Shenandoah	5	4	3,458	\$999,000	8/21/2022	2
Pending	Palisades II	4-5	3	2,336	\$699,900	8/24/2022	40
Pending	Alta Mira	4-5	3	2,768	\$829,900	8/30/2022	25
Pending	Pinnacle	4-5	5	3,545	\$1,245,000	8/30/2022	11

Blackstone Homes Currently Sold

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
8066 Ryland Dr	Palisades I	3	2	1,429	\$649,900	\$590,000	8/03/2022	30
5499 Aspen Meadows Dr	Solstice	4	3	3,103	\$1,224,999	\$1,200,000	8/04/2022	13
2818 Royal Oaks Dr	The Ridge	3-4	3	2,861	\$1,150,000	\$1,150,000	8/08/2022	4
1057 Gemwood Way	Alta Mira	4-5	3	2,755	\$985,000	\$975,000	8/08/2022	14
3060 Aldridge Way	Shenandoah	4	3	2,316	\$799,000	\$800,000	8/09/2022	39

Have you thought about how much your house is worth now?

If you are thinking of selling your house, the price that you set sends a message to potential buyers. If you price the house too high, you run the risk of discouraging buyers. If you lower the price to renew the buyer's interest in your house when it sits on the market for a while, some buyers may wonder what that price reduction means about your home.



IN TODAY'S HOUSING MARKET, THE PRICE THAT YOU SET FOR YOUR HOUSE MATTERS MORE NOW THAN EVER THAT IS WHY WORKING WITH THE RIGHT REAL ESTATE AGENT WHO KNOWS HOW TO DETERMINE THAT PERFECT ASKING PRICE IS ONE OF YOUR GREATEST ASSETS!

Avoid the hassle of not pricing your house right and maximize your sales potential!

Let us connect to make sure you price your house based on the current market conditions.

 **916-302-7220**



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There are a lot of factors to consider when it comes to pricing your house. To get the right price, we use our expertise in finding:



The Value of Homes in Your Area



The Condition of Your House



Where Prices are Headed



Current Buyer Demand

These things ensure that **YOU are more likely to get an offer at or above the list price and that **YOU** are likely to SELL quickly!**

If you are thinking of selling, let's connect to find the perfect price for your house.



Analyze your home's equity position
and what you can do with it to build
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BLACKSTONE

Real Estate Market Update Report – August 2022



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BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – July 2022

Pending Blackstone Homes Currently In Escrow

Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Palisades I	3	2	1,429	\$649,900	7/02/2022	30
Pending	Alta Mira	4-5	3	2,755	\$985,000	7/15/2022	14
Pending	Shenandoah	4	3	2,316	\$799,000	7/17/2022	39
Pending	Solstice	4	3	3,103	\$1,224,999	7/21/2022	13

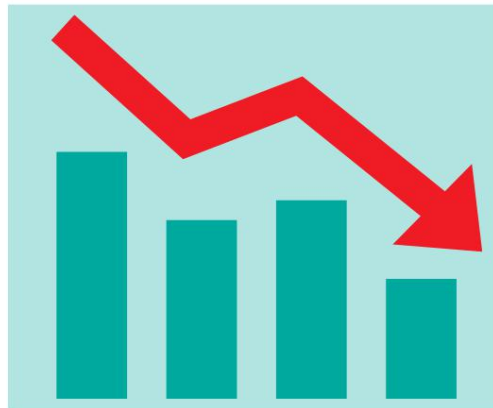
Blackstone Homes Currently Sold

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
1763 Brandywood Way	The Ridge	4	4	2,861	\$1,120,000	\$1,120,000	7/01/2022	18
3054 Bridgeford Way	The Estates	4-5	3	2,561	\$949,000	\$985,000	7/05/2022	20
8138 Avanti Dr	Palisades II	4	3	2,198	\$680,000	\$690,000	7/08/2022	57
2773 Dana Loop	Shenandoah	5	4	3,491	\$989,000	\$989,000	7/11/2022	36
3635 Rosecrest Cir	Sagewood	5	3	2,753	\$845,000	\$845,000	7/14/2022	2
2640 Wagner Place	Del Sol	4	4	3,085	\$889,000	\$855,000	7/20/2022	58
8075 Avanti Dr	Palisades II	4	3	2,198	\$699,500	\$690,000	7/25/2022	23
1736 Brandywood Way	The Ridge	4	4	2,861	\$1,099,900	\$1,060,000	7/29/2022	25

IMPORTANT UPDATE!

We are changing things up and moving the Blackstone Market Update online to provide you with a more personalized experience! We are working on some fun things and can't wait to get your feedback. If you would like to continue receiving the monthly updates please make sure you sign up for the digital delivery on our Blackstone dedicated website at www.discoverblackstone.com - **Join Us!** We look forward to continuing to be your resource for Blackstone Real Estate. -- The Friedrich Team

ARE YOU WORRIED ABOUT THE **HOUSING MARKET CRASH** THAT YOU SEE AND HEAR ON THE NEWS?



**There are actually good things happening in the market right now.
We researched recent buyer and seller trends, and we think that
now is a great time for both sides to act.**

SCAN THE **QR CODE BELOW TO HEAR OUR
BEST ADVICE FOR NAVIGATING THE CURRENT MARKET!**



It is very important now more than ever to have an **experienced real estate expert** who can **provide sound advice to help you navigate the real estate market with certainty!**

Let us connect to discuss your home buying and selling goals.

916-302-7220

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Testimonial



Renee is a highly professional and competent agent. She is very responsive and very communicative from the very start, and has provided invaluable insight into the market. This was critical to our pricing strategy, which turned out to be a deciding factor in securing this deal that I am very happy with. My condo was only viewed by three potential buyers before it was sold. I was initially worried about all the hassle but it didn't turn out to be any whatsoever. Her assistant was also very helpful and communicative in the process. I felt very supported going in. I would definitely recommend Renee to my friends and family should they ever need an agent.

Review submitted by K. (Seller)

If you are thinking of selling your home, whether a house or a condo, our team of professional real estate experts is here to help! Let's connect!

Have you seen our recent posts on social? If not follow us today!



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@TheFriedrichTeam



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Real Estate Market Update Report — July 2022



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BLACKSTONE HOUSING UPDATE

Real Estate Market Update Report – June 2022

Pending Blackstone Homes Currently In Escrow

Status	Subdivision	Beds	Bath	Sq/Ft	List Price	Pending Date	Days to Sell
Pending	The Ridge	3-4	3	2,861	\$1,150,000	6/19/2022	4
Pending	The Ridge	4	4	2,861	\$1,144,400	6/24/2022	18
Pending	The Estates	4-5	3	2,561	\$1,050,000	6/07/2022	20
Pending	Sagewood	5	3	2,753	\$845,000	6/23/2022	2
Pending	Palasides I	4	4	2,426	\$699,900	6/10/2022	7
Pending	Shenandoah	5	4	3,491	\$989,000	6/09/2022	36
Pending	Palasides II	4	3	2,198	\$680,000	6/19/2022	57

Blackstone Homes Currently Sold

Address	Subdivision	Beds	Bath	Sq/Ft	List Price	Sold Price	Sold Date	Days to Sold
235 Almond Ridge	Pinnacle	4	4	3,402	\$1,425,000	\$1,435,000	6/30/2022	3
1863 Brandywood	Solstice	3-4	3	2,762	\$1,100,000	\$1,200,000	6/01/2022	6
8140 Ryland	Palasides I	4	4	2,426	\$725,000	\$720,000	6/06/2022	30
8002 Avanti Dr	Palasides II	4	3	2,198	\$710,000	\$702,000	6/09/2022	28

8 Things Real Estate Agents Do to Earn Their Commission

Shop property online

Listings come and go fast in the real estate world, so agents need to check their multiple listing service database constantly, or else they'll miss out. Sometimes the process of matching up properties with clients can take a very long time.

They go prospecting

Of course, there's nothing like seeing a house in all its brick-and-mortar glory, which is why most Realtors worth their salt spend tons of time driving around checking out new listings.

Attend pitch sessions

Agents don't spend all their time sizing up homes. They also spend tons of face time with other pros at pitch sessions—gatherings of local agents at cafes where they swap listing info.

Spend their own money on marketing

In addition to not getting paid until a deal is done, selling agents also spend their own money on marketing: magazine and newspaper ads, fliers, hiring a photographer, glossy prints, and premium placements on listing sites.

Smooth bumps in the road

Not every sale goes smoothly—buyers and sellers get difficult all the time—but good agents try to shield their clients from the high drama unless there's a reason to fill them in.

Write up offers and counteroffers

Offers and counteroffers are an extremely important part of the transaction, as they can save or net you thousands of dollars on a sale. Yet getting to the right price requires written offers and counteroffers every step of the way.

Stick around for inspections

You might not be present when it's inspection time, but a good agent will be. This gives the agent an immediate knowledge of what's going on.

Keep you calm when the pressure is on

Good agents don't just hand you a house. They can also act as a therapist, making your sale much less stressful.

Source: Craig Donofrio "8 Things Real Estate Agents Do to Earn Their Commission." Real Estate News & Insights | Realtor.com®, 21 May 2022, <https://www.realtor.com/advice/buy/what-realtors-do-to-earn-commission/>

We are here to help you get broader exposure for your property and to help you negotiate the best deal!

Sell with us for a *hassle-free* experience!

Call or text us at (916) 302-7220 or scan the QR code to schedule a 15-minute strategy session.



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CSD Events

Park Party

Wednesday, July 7
5:00– 8:00 PM
Stephen Harris Park

Enjoy food (free!), music, and family-oriented activities and games. This event will include free face painting & balloon animals.

Stargazing

Friday, July 29
9:00– 11:00 PM
Sellwood Field, Bass Lake

Come join us at the peak of the Delta Aquarius meteor shower for a night under the stars. No matter if you are an amateur astrologer or you just enjoy seeing the magic of the night sky, Sellwood Field serves as one of the best places in the community to see the skies. Bring your blankets, lawn chairs, and telescope if you have one. Hot chocolate will be served until 11pm.

Town Center Events

Farmer's Market Every
Sunday from 8:00 – 1:00pm

National Night Out

Friday, August 5 5:30– 8:00 PM

National Night Out is back! El Dorado County Sheriff's Office and El Dorado Hills Fire Department are partnering with the CSD to offer this spectacular one-of-a-kind experience in August. If you missed last year's event, here's what you can expect when you join us for all of the fun:

- Free BBQ!
- Music
- Children's Activities
- Community Partners
- K-9 Demonstration
- Bomb Squad Explosive Demonstration
- Bomb Truck, Mobile Command Unit, Beat Cat Armored Vehicle, Crisis Negotiation Van...and much more!
- EDH Fire Department will be providing CPR demonstrations and training. Learn about defensive space, home hardening, wildfire preparedness and other safety topics

"Live on the Blvd" Thursday Night Concert Series
July 14th, 21st, 28th
See bands *One of These Nights* · *Joy & Madness* · *Catch A Wave*



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REAL ESTATE MARKET UPDATE REPORT - JUNE 2022



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BLACKSTONE HOUSING UPDATE

REAL ESTATE MARKET UPDATE REPORT - MAY 2022

PENDING BLACKSTONE HOMES CURRENTLY IN ESCROW

Status	Subdivision	Beds	Baths	SQ/FT	List Price	Pending Date	Days to Sell
Pending	Palisades I	4	4	2,426	\$725,000	5/14/2022	30
Pending	Solstice	3-4	3	2,762	\$1,100,000	5/10/2022	6
Pending	Palisades II	4	3	2,198	\$710,000	5/10/2022	28
Pending	The Estates	5	4	3,740	\$1,100,000	5/22/2022	10

BLACKSTONE HOMES RECENTLY SOLD

Address	Subdivision	Beds	Baths	SQ/FT	List Price	Sold Price	Sold Date	Days to Sold
5087 Trailside Dr	The Enclave	4	4	2,574	\$999,800	\$1,038,000	5/23/2022	54
2711 Dana Loop	Shenandoah	5	4	3,458	\$1,200,000	\$1,245,000	5/10/2022	8
8096 Avanti Dr	Palisades II	4-5	3	2,336	\$750,000	\$740,000	5/27/2022	20
727 Salvia Ct	Chapparral	4	3	2,194	\$699,000	\$715,000	5/16/2022	16
7168 Black Hawk Dr	Enclave	4	4	3,529	\$1,258,000	\$1,335,000	5/25/2022	8
5024 Arlington Way	Shenandoah	6	5	4,054	\$1,150,000	\$1,123,000	5/18/2022	14
3201 Aldridge Way	Shenandoah	5	4	3,458	\$1,250,000	\$1,500,000	5/9/2022	9
801 Valencia Ct	Fiora	4	3	2,612	\$924,888	\$945,000	5/24/2022	2

Presented by The Friedrich Team, Your Blackstone eXperts!

**SELLING YOUR HOME IS ONE OF
THE BIGGEST TRANSACTIONS OF YOUR LIFE AND
GETTING THE DETAILS RIGHT, CAN BE A TALL ORDER!**

...it will be ALL RIGHT because WE HAVE YOU COVERED!

*Pending sale in just 3 days with
multiple offers!*



*Sold for over 108% of the list price in just 11 days-
with a generous rent back for our sellers!*

**We are here to help you get broader exposure for your
property and help you negotiate the best deal!**

**SELL WITH US FOR A
HASSLE-FREE EXPERIENCE!**

**CALL OR TEXT US AT 916-302-7220
OR SCAN THE QR CODE TO SCHEDULE
A 15-MINUTE STRATEGY SESSION.**





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What would you do if the "ideal" home is already on the market?

**Would you be interested in knowing how you can make
your dream home **FINALLY** yours?**



Your ideal home **SHOULD NOT remain a "DREAM"!
Let's talk about how we can help YOU make YOUR DREAM HOME
a REALITY.**

**Analyze your home equity position and what you can do
with it to build wealth, save money and much more.**



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