

FOHL

REALTY & INVESTMENTS

FEBRUARY 2025

HAYWARD

REAL ESTATE REPORT

HAYWARD'S #1 REALTORS



HOW DRONE'S ARE CAUSING INSURANCE CANCELLATIONS & WHY YOU SHOULD GET AHEAD OF IT!

Lately it seems like we have all either received a "cancellation of insurance notice", or know of someone who has. I personally experienced it myself MULTIPLE times in 2024 and I thought I should share my experiences in order to help you avoid it in 2025. During the fall of 2024, my partner and I received 3 separate cancellation notices from 3 separate insurance carriers in a 30 day period, letting us know that they were either cancelling or not renewing 3 of our policies. YIKES! The first one was for a small home in mint condition near downtown Hayward, the 2nd was for a 4-plex my partner Brenda owns in Oakland, and the third was for my primary residence here in the canyon. UGH! But why, you ask?

Drones! Yep, thanks to "Aerial Technology Revolutionizing Insurance Assessments Drones", or unmanned aerial vehicles (UAVs), insurance companies are using drones with high-resolution cameras and sensors, so they can capture detailed images of roofs from multiple angles, providing insurers with a comprehensive view of a property's condition without physical risks.

They wanted to cancel the insurance on our 2 bedroom rental because they saw it had moss on the roof. Yes, MOSS! Fortunately, I was able to get someone out there in time to power wash the roof and that policy was extended. Sadly, Brenda was not so lucky on her 4-plex as her policy was just cancelled.

Not only did she have to replace the roof that was not

leaking, but then in order to secure new insurance, she had to acquire a California Fair Plan policy that tacked on another \$6,000 a year to her primary policy. Ugh!!

But even I faced the same fortune on my own home. I was informed that due to my home being in the canyon, in what is now considered a High Fire Hazard Severity Zone, my policy was not going to be renewed either, and in 2025, my annual insurance cost including the California Fair Plan policy I also needed, went from an already expensive \$6,000 to a whopping \$13,607 a year! GULP!

So friends, as you're getting ready for your New Year, do yourself a favor and get your roof inspected. And if you can see anything that even resembles moss on it, get ahead of it and either power wash or get someone out to do it for you. I had Ricardo with RSparkling Solution power wash mine. Feel free to call him at (510) 342-8439 if you need him.

And of course, if you don't get this done in time or if you still have trouble securing a new policy on your home, be sure to call Lisbet with Barcenas Insurance Agency at 510-957-5016. She was able to help Brenda secure her new insurance after her initial carrier cancelled on her.

Home insurance has become a nightmare for California Homeowners and with these recent fires in Southern California, you can bet it's not going to get any easier. I'm sure I'll be writing about this more in 2025. Until then, keep an eye on that roof.

Les Fohl

TOP 40 HAYWARD HOMES SOLD FROM DECEMBER 11TH, 2024 TO JANUARY 11TH, 2025

ADDRESS	BED	BATH	APX. SQ. FT.	LIST PRICE	SOLD PRICE	% DIFFERENCE	CLOSED
350 Carson Dr	3	1	1215	\$450,000	\$591,600	↑31.47%	12/27/2024
28315 Rochelle Ave	5	2	1755	\$550,000	\$655,000	↑19.09%	12/12/2024
17469 Via Rincon	3	1	1000	\$649,000	\$675,000	↑4.01%	1/3/2025
20906 Locust St	4	2	951	\$699,999	\$687,000	↓1.86%	12/12/2024
27733 Dickens Ave	3	2	1162	\$650,000	\$730,000	↑12.31%	12/13/2024
610 Via Mirabel	3	1	1000	\$698,000	\$730,000	↑4.58%	12/24/2024
992 Paradise Blvd	2	1.5	1068	\$747,000	\$740,000	↓0.94%	12/30/2024
22166 Montgomery St	2	1	1086	\$799,000	\$799,000	Full Price	12/18/2024
26617 Luvena Dr	3	2	1376	\$799,999	\$800,000	↑0.0001%	12/24/2024
18231 Melrose Ave	3	1	1051	\$815,000	\$800,000	↓1.84%	12/17/2024
2235 Jeffer St	2	1	1018	\$803,000	\$803,000	Full Price	12/31/2024
28003 Dickens Ave	3	1.5	1140	\$800,000	\$805,000	↑0.63%	12/20/2024
21406 Ocean View Dr	2	1	1020	\$799,000	\$810,000	↑1.38%	12/13/2024
2276 Farley St	2	1	1188	\$799,999	\$825,000	↑3.13%	12/26/2024
283 Newton St	3	1	1070	\$846,000	\$838,000	↓0.95%	12/16/2024
1401 Rieger Ave	3	2	1479	\$848,000	\$848,000	↑0.00%	1/2/2025
75 Ardis St	3	2	1624	\$880,000	\$850,000	↓3.41%	12/19/2024
27495 Bahama Ave	3	2	1404	\$850,000	\$850,000	Full Price	1/10/2025
756 Bluefield Ln	3	2	1510	\$899,950	\$879,000	↓2.33%	12/16/2024
16074 Via Toledo	3	2	1437	\$940,000	\$900,000	↓4.26%	1/6/2025
18863 Meekland Ave	4	2	980	\$849,000	\$900,000	↑6.01%	1/6/2025
2745 Bal Harbor Ln	3	2	1128	\$880,000	\$950,000	↑7.95%	12/27/2024
565 Lagunitas Ln	3	2	1403	\$848,888	\$960,000	↑13.09%	1/10/2025
351 Winton Ave	3	2	1630	\$999,999	\$970,000	↓3.00%	12/24/2024
2120 Trafalgar Ave	3	2	1163	\$850,000	\$975,000	↑14.71%	12/24/2024
27224 Brick Way	3	2	1200	\$857,000	\$980,000	↑14.35%	12/19/2024
2399 Bermuda Ln	3	2	1215	\$899,888	\$985,000	↑9.46%	12/13/2024
21603 Banyan St	5	3.5	2492	\$1,113,000	\$1,050,000	↓5.66%	12/18/2024
2237 Catalpa Way	5	2	1649	\$899,000	\$1,068,800	↑18.89%	12/11/2024
1545 Denton Ave	4	2.5	1693	\$1,098,000	\$1,081,000	↓1.55%	12/19/2024
23875 Eden Ave	3	2.5	1888	\$1,100,000	\$1,100,121	↑0.01%	12/24/2024
2525 Tahoe Ave	4	2	1672	\$1,198,000	\$1,290,000	↑7.68%	12/20/2024
2019 Laguna Dr	4	2.5	2000	\$1,100,000	\$1,300,000	↑18.18%	1/9/2025
1267 Denton Ave	4	3	2551	\$1,099,000	\$1,300,000	↑18.29%	1/8/2025
30318 Meridien Cir	3	2.5	1908	\$1,699,000	\$1,670,000	↓1.71%	12/13/2024
21890 Tanglewood Dr	3	4.5	3446	\$1,699,000	\$1,682,000	↓1.00%	1/10/2025
29835 Cantera Dr	5	3	2915	\$1,678,000	\$1,718,000	↑2.38%	12/19/2024
30077 Bridgeview Way	5	3.5	2708	\$1,598,000	\$1,775,000	↑11.08%	12/18/2024
30355 Meridien Cir	4	3	2357	\$1,799,800	\$1,860,000	↑3.34%	1/6/2025
911 Silver Birch Ln	5	3.5	3750	\$1,898,000	\$1,900,000	↑0.11%	12/17/2024
Average				\$987,118	\$1,028,263	↑4.17%	
Median				\$853,500	\$900,000	↑5.45%	
Lowest Sale				\$450,000	\$591,600	↑31.47%	
Highest Sale				\$1,898,000	\$1,900,000	↑0.11%	

©BEAR, CCAR, bridgeMLS. Based on information from Bay East Association of REALTORS®. All data, including all measurements and calculations of area, is obtained from various sources and has not been, and will not be, verified by our firm or MLS. All information should be independently reviewed and verified for accuracy. Call Les Fohl for particulars on any given property.

CURRENT AVERAGE SOLD PRICES OF HOMES/CONDOS & TOWNHOUSES VS PREVIOUS HIGHS					
CITY HOMES / CONDOS & TOWNHOUSES (TH)	CURRENT AVERAGE PRICE DEC 31, 2024	PREVIOUS HIGHEST AVERAGE PRICE	MONTH/YEAR THAT OCCURRED	DIFFERENCE \$ (↑/↓)	DIFFERENCE % (↑/↓)
Hayward Homes	\$1,032,340	\$1,207,191	(May 2022)	↓\$174,851	↓16.36%
Hayward Condos/TH	\$751,457	\$756,896	(October 2024)	↓\$5,439	↓10.27%
San Leandro Homes	\$924,266	\$1,104,992	(April 2022)	↓\$180,726	↓16.36%
San Leandro Condos/TH	\$582,833	\$649,533	(April 2022)	↓\$66,700	↓10.27%

SPRING CLEANING IN THE WINTER IS GOOD FOR YOUR HEALTH!

Did you host your friends and family during the holidays? Then chances are you've got those winter cooties all over your place and you don't even know it! YUCK! Deep cleaning disinfects and raises the quality of the air in your home. After everyone is sick, don't you wish your home could be really clean again? And before everyone gets sick, don't you want to preemptively strike that weird mold in the bathroom? Yes, you do.

Now, if you're like most folks, you just got a whole bunch of stuff over the holidays. Those of you with kiddos know what I'm talking about! Your lucky kids might have recently acquired a mountain of new toys. Where are you going to put all of them without cleaning, sorting, organizing, and finding new homes for some of the old stuff?

And if you're anything like me, you've probably still got a few rolls of wrapping paper and unwanted gifts laying around the house. Better make room in the garage so that you can store these handy gifts for re-gifting next year, haha!

Folks, if getting organized and keeping a neat home is one of your new year's resolutions, then don't procrastinate, start today! Oh, and here's a shameless plug for Les's son Travis who owns "Hayward Junk Haulers". If you need a trash pick-up or need help making all of that unwanted stuff disappear, call him at (510) 427-3209. And if you tell him Les sent you, he'll give you a 10% discount! Now what are you waiting for, get to sorting!

Kerissa Calvo

My New Year's resolution was to read more, so I turned on the subtitles on my TV.



SPRING BREAK WORK FOR KIDS 15 & OVER!

It is almost that time of year again! We have already begun planning for our 2025 tomato plant deliveries and we are looking for some hard working teens who would like to help! Fohl Realty is looking to hire 12-16 teens over the age of 15 to help with our annual "Tomato Plant Deliveries"!

If you've got a motivated teen who enjoys doing some good old outdoor cardio, likes to hangout with similar aged kids and is looking to make some extra cash over spring break vacation, send them our way!

For details, e-mail us at: info@fohlrealty.com. We are looking to secure these 12-16 spots by March 10th, 2025.

HOMES PROUDLY REPRESENTED BY FOHL REALTY

Selling your home? Homeowners who list their properties with Fohl Realty and Investments benefit by having their home marketed in our widely distributed newsletter. There is NO OTHER SINGLE SOURCE of marketing available in today's marketplace where a homeowner can get printed distribution of the information on their home to more potential buyers than this Newsletter. Picture your home here! Your home deserves this unique exposure. It separates your home from the thousands of homes competing with yours when buyers go online. Look, you're reading it now. PRINT marketing works! Call us today to reserve your home's space in our next newsletter! (510) 728.8610

LISTED FOR \$1,299,999



SAN RAMON VILLAGE IN DUBLIN
7454 BROOKDALE CT, DUBLIN
5 BEDROOMS | 2 BATHROOMS
1,855 SQ FT HOUSE | 6,501 SQ FT LOT

LISTED FOR \$1,025,000



MOUNT EDEN
24245 NORA CIRCLE, HAYWARD
4 BEDROOMS | 2.5 BATHROOMS
1,693 SQ FT HOUSE | 1,937 SQ FT LOT

LISTED FOR \$ 949,900



EDEN GARDEN
26248 STRYKER AVE, HAYWARD
4 BEDROOMS | 3 BATHROOMS
1,447 SQ FT HOUSE | 5,225 SQ FT LOT

PENDING OVER ASKING IN 11 DAYS



HAYWARD HIGHLANDS
2657 WARWICK PLACE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,699 SQ FT HOUSE | 9,430 SQ FT LOT

**THIS SPACE
RESERVED
FOR YOUR
PROPERTY**

**SOLD FOR \$975,000
\$125K OVER ASKING!**



EDEN GARDEN
2120 TRAFALGAR AVE, HAYWARD
3 BEDROOMS | 2 BATHROOMS
1,163 SQ FT HOUSE | 5,040 SQ FT LOT

**SOLD FOR \$1,480,000
\$80K OVER ASKING!**



NEWARK COMMUNITY
6070 BRETON PLACE, NEWARK
4 BEDROOMS | 2 BATHROOMS
1,450 SQ FT HOUSE | 6,448 SQ FT LOT

**SOLD FOR \$1,300,000
\$201,000 OVER ASKING!**



MOUNT EDEN
1267 DENTON AVE, HAYWARD
4 BEDROOMS | 3 BATHROOMS
2,551 SQ FT HOUSE | 5,139 SQ FT LOT

**SOLD FOR \$1,283,000
\$183,000 OVER ASKING!**



FAIRVIEW
1623 E STREET, HAYWARD
4 BEDROOMS | 2 BATHROOMS
1,834 SQ FT HOUSE | 23,940 SQ FT LOT

WHO BUYS BAY AREA HOMES?

John and a dozen others, but here's what you should know before you talk to any of them!

If you are looking for a quick "all cash" sale, DON'T GIVE YOUR HARD-EARNED EQUITY AWAY. You've heard the phrase "haste makes waste" right? Being hasty when it comes to real estate can cost you \$200,000, \$400,000, or even more.

Let's face it, you can't turn on your TV these days without seeing a multitude of advertisements about Bob, John, Bill, and/or one of their Brothers offering to buy your home, agreed? It's always the same pitch ... A Fast, CASH OFFER, home sold "AS IS" in any condition, no fees, no Realtors ... you pay nothing. You may indeed get a FAST, CASH OFFER, but the big question is "IS IT REALLY A FAIR OFFER?" Have you or someone you know been tempted to "at least see" what they might pay you? BE CAUTIOUS. Stop and ask yourself "why in the world would they want to buy my home under all of these "seems too good to be true" conditions?" I'll tell you why ... to make HUGE profits!

Unlike licensed Realtors, they are not your agent. They do not have a fiduciary relationship with you. The definition of a fiduciary relationship is "A legal or ethical relationship of trust in which one party (the fiduciary/agent) is obligated to act in the best interest of another party, the principal (YOU!)". As such, they have no obligation to tell you what your property is TRULY worth, what it would cost to put it in condition to reap the largest amount of equity possible, or to act in your best interest in any way.

Their end game is often to just quickly and simply turn it around by wholesaling it to another investor for a quick profit. For the record, we've purchased "wholesale properties" from these guys many times over the years, so I've seen firsthand how much they'd bought them for, how much INSTANT PROFIT they've made ... you'd be shocked ... and unfortunately, how much money/

equity many hasty, ill-advised homeowners have left on the table.

I can't tell you how many times I've met with homeowners who've told me about the ridiculous offers they have received from these types of companies. The offers have been offensive and outright embarrassing.

Before you even CONSIDER selling your home "off market" to any of these people or companies, you owe it to yourself (and your bank account) to give me 15 minutes of your time and know the truth. Every situation is different, and I will help you determine what the best option is for you so that you get all of the things these guys are promising EXCEPT I'll help you keep as much of your equity as possible!

By the way, if you really have thought this all the way through, you've contacted one of these companies, and you want to get out from under the property so bad that you're actually considering their offer, why wouldn't you get a second opinion from somebody who actually sells so many homes in your neighborhood ... like me? I too will make you an ALL-CASH offer and close in escrow in 7 days or less!! I too buy homes in ANY condition! But the odds are great that I will beat any of their offers by a substantial amount.

You have choices. The difference between the right and wrong choices when it comes to real estate can make or cost you a fortune. Interested in my opinion? Pick up the phone and call me now. I can answer all your questions within 24 hours and then no matter which way you go, you go wisely.

Cristina Bales



Need to refinance or get a home loan? If service and results matter, contact Les's daughter, Brittany!



BRITTANY McCLELLAN
831-325-9677
Brittany@santacruzlending.com
NMLS 1923314

FOHL

REALTY & INVESTMENTS

Please mail by January 31, 2025

PRESORTED
STANDARD
US POSTAGE
PAID
FolgerGraphics

WHAT ARE YOUR 2025 REAL ESTATE GOALS?

We at Fohl Realty took a moment at the end of the year to reflect on the incredible clients we had the privilege of helping buy and sell Real Estate. We are truly honored that so many Hayward residents have trusted us over the years with one of life's most important decisions, selling their homes. Building meaningful relationships within our community and forming lasting friendships is what makes this career so rewarding for us. While 2024 was a fantastic year, we're even more excited for what 2025 has in store! Whether you're planning to buy or sell in 2025, or even just exploring your options, we're here for you. Even if a move isn't in your immediate future, we'd love to offer our professional insight and answer any questions you have about the market.

Thinking about making a move this year? Let's connect sooner rather than later! Crafting a strategic plan is essential when buying or selling a home, and the process often takes months to complete. That's why it's so important to prepare early by consulting with experienced, local REAL TORS who know the market inside and out. (Spoiler alert: that's us!) From answering your questions to developing a tailored action plan, we're here to set you up for success.

Even if your move isn't until late 2025-or beyond-it's never too early to plan. Remember, failing to plan is planning to fail. Let's make sure you're ready to succeed!

Here's to making 2025 an amazing year together. We can't wait to hear from you!

HAYWARD'S #1 REALTORS - FACT CHECKED AND VERIFIED.



FOHL

REALTY & INVESTMENTS

CRISTINA BALES CalBRE: #01715969

KERISSA CALVO CalBRE: #02133680

LES FOHL CalBRE: #01275388

(510) 961-1179

INFO@FOHLREALTY.COM

22326 Main Street, Hayward, CA 94541
DRE: 01275388

READY TO SELL YOUR HOME?

CALL/TEXT OR EMAIL US TO SCHEDULE AN APPOINTMENT TODAY!