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RE/MAX ACCORD

SELLERS, DO YOU KNOW THAT YOU ARE BEING LIED TO?

1. A listing agent whose company pushes "private" listings virtually guarantees your home will have FAR LESS exposure to prospective buyers. The advantage for the listing agent/real estate broker is that this greatly increases the likelihood of "double ending" the sale with substantially higher commission for both agent and broker. However, experienced agents can attest to the fact that the more buyers who know about your home correlates with more buyer showings, and more buyer showings correlate with more offers. More offers typically correlate with a higher net price for the seller! "Private" listings mean that thousands of local agents AND their buyers will never know about your home being for sale when you are actively trying to sell it!

2. Some listing agents will privately market a home through the 1st weekend, including perhaps an open house or two, but keep it off the MLS until late Monday. Believe it or not, this practice is relatively common and is actually allowed by the various MLS boards even though it's a disservice to the seller. Why? Only a select few buyers will know about the home during the first "limited market" weekend despite the fact that the first weekend on the market is crucial. The seller is put in a bind if an offer comes in during that time. Without multiple offers, the seller is unlikely to obtain the optimal price and is likely to undersell when compared with a full-MLS listing. But note that the listing agent has a much higher chance of "double ending" the commission via this restricted marketing ploy.

3. Listing agents who do NOT play the PRIVATE LISTING GAME—**OUR TEAM**! Incidentally, here's just a few of the people/professions we've helped close escrow: ex-secret service agent, ATF officer, teachers (LOTS!), various municipal police officers, artists (including one who created multiple Star Wars creatures for George Lucas), deputy sheriff, lawyers, bankers, pastors, writers, and much more!

EAST BAY
Real Estate GUIDE

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STEVE MARGOLIS
Publisher
Office (925) 679-7488
eastbayreg@aol.com



AMIR ALILOUPOUR
Business Development Executive
Realtor®, GRI
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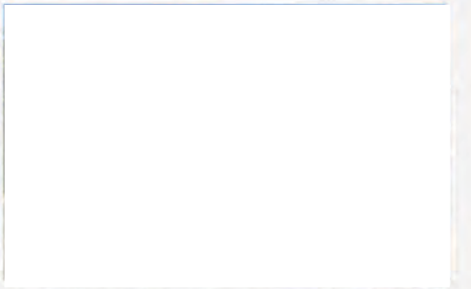
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4bed 2.5bath 2,501 sq ft home features bright living area with vaulted ceiling.
Price Improved at $1,750,000

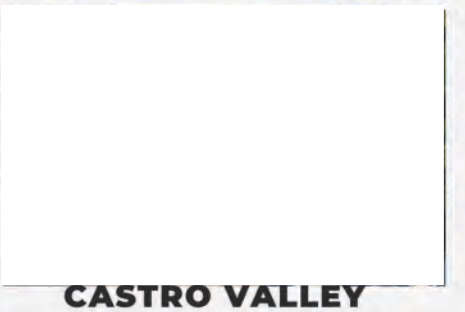
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3bed 2bath 2,450 sq ft with open floor plan and thoughtful modern updates.
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BELVEDERE VALLEJO
2bed 2bath 1,167 sq ft condo in elegant gated community with resort-style amenities.
Price Improved at $399,000

FOXWOOD VACAVILLE
4bed 3bath 1,663 sq ft home with 1bed 1bath on 1st floor, extra storage area in garage.
SOLD!



CASTRO VALLEY
4bed 3bath 2,238 sq ft home with paid solar, near Top Schools and Lake Chabot.
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PATRICK McCARRAN

TRACY

$999,000

23457 CURRIER DRIVE
TRACY
95304
$1,200,000

DISCOVER LUXURY AND RURAL CHARM AT THIS STUNNING COUNTRY ESTATE on 1.29 acres. With 2,496 sq ft this home boasts 5 bdrm - including 1 Large main Suite and 1 Jr Suite each w/ private baths for a total of 3 full baths and a 1/2 baths for guest convenience. Living Room with frplc; Separate Dinning Room/ Den/; Office; 3-1/2 baths. Updated gourmet kit. with with stainless steel appliances highlighted by a commercial grade 6-burner gas stove, granite countertops, a large island, and Pendant lighting that adds a touch of sophistication. Patio w/ pergola for your outdoor enjoyment, landscaped yards, and a fenced in-ground pool. Det. 4 car gar. w/ addl 1600 sq ft of bonus rooms, Metal workshop with car lift. Secluded but not isolated, minutes form shopping in Mountain House of Costco in Tracy and easy access to 580 and the 5 freeway. Provided by Patrick McCarran

CONCORD

$749,000

1815 GRANADA DR CONCORD,
CA 94519-1409
$775,000

BEAUTIFULLY UPDATED CONCORD RANCHER Featuring an amazing backyard oasis. This 3 bedroom 2 bath home is a true gem, featuring newer laminate flooring throughout, a stunning, updated kitchen and large living room. Formal dinning room or use it for additional office/living space. The extra large primary suite opens directly to the backyard patio and pool. Two additional well proportioned bedrooms complement the bright, open living spaces. A separate outdoor unit with electricity perfect for a home office, rec room, or art studio. The low maintenance backyard is thoughtfully designed with artificial turf, tasteful landscaping, covered patio, and a sparkling pool, creating an ideal setting for entertaining or quiet relaxation on this lovely street. Desirable schools and close to BART and commute routes. Provided by Patrick McCarran

SUMMERSET 1

$499,000

SUMMERSSET 1 BANNER
.
1580 CRISPIN DR, BRENTWOOD, CA 94513
$499,000

WELCOME TO SUMMERSET 1 in Brentwood sought out Pistachio model, Inviting 2 bed 2 bath home 1121 sq ft. Freshly painted and new flooring through out .Step inside to find a bright, open feel with well-sized living spaces designed for comfortable everyday living and easy entertaining. Located only one block to Clubhouse. Enjoy Community Pool, Gym, Social Activities. Security Gate. Large covered Patio and Garage cabinets. close to local shopping, dining, parks, and everyday conveniences, with easy access to the routes you need for work and weekend plans.

55+ COMMUNITY! AFFORDABLE

$299,900

3660 WALNUT BLVD TRLR 43 BRENTWOOD, CA 94513

$348,000

NESTLED WITHIN THE WELCOMING WALNUT ACRES manufactured home offers a low-maintenance lifestyle. 1,648 sq ft, 3 bedrooms, 2 bathrooms with granite "comfort height" countertops. Open-concept light-filled living area opens into a spacious kitchen - granite countertops, SS appliances, and a generous dining area. Trex deck The fully landscaped lot showcases artificial turf in the front, two palm trees, and concrete surrounding the home leading to a large outbuilding suited to a workshop, artist's retreat, or storage shed. 19 panel Solar to offset utility costs. Covered parking for 2 cars. The clubhouse and community pool enrich social life, and nearby guest parking. Near downtown Brentwood that offers amenities like boutiques, shopping, diverse dining options, parks, and recreational facilities, many within walking distance. Provided by Patrick McCarran

STOCKTON

$375,900

2031 W SWAIN RD STOCKTON, CA 95207

$375,900

SUNNY SINGLE-STORY RANCH with classic charm located in the highly sought-after Lincoln School District. This 3 bed, 2 bath home w/ 1,593 sqft features a mix of tile and laminte floors, Enter in the living room with convinet pocket patio, while the expansive family room impresses with its size and open beam ceilings and flows to an open dining area. The refreshed kitchen includes two full-size sinks for easy prep. Three generous bedrooms and an additional bath complete the floor plan. Situated on a generous lot, this property provides ample outdoor space for entertaining, relaxing, or future possibilities. Thoughtful updates throughout and plenty of room both inside and out, convenient location near parks, shopping, and commuter routes. Provided by Patrick McCarran

3 UNITS

$585,000

1993 38TH AVE, OAKLAND
94601 585,000

HUGE POTENTIAL!! Great Duplex, centrally located with easy freeway access, close to Fruitvale BART station. The front unit of the home is a 3-bedroom 1-bath, and the back unit is a 1-bedroom and 1-bath, Garage conversion to bonus Studio unit Unknown permits. The sewer lateral is in compliance with building codes. This large space in rear that may be opportunity to add more units. Cozy community space directly behind unit 2 and a long driveway for access or parking. convenient freeway access and close proximity to multiple markets, shops, and banks. Oakland
Provided by
Patrick McCarran

LARGE YARD

$675,000

LOOKING FOR AN ENTERTAINER'S YARD? This 2,560-square-foot residence features 4 bedrooms and 3 full bathrooms, including a convenient downstairs bedroom and full bath. Vaulted ceilings and newer LVP flooring create a bright, warm, and welcoming atmosphere. Spacious floor plan includes a living and dining area that flows into the kitchen and family room. The family room offers plenty of space for gatherings and features a wood burning fireplace. The kitchen offers plenty of space and includes quartz countertops, a custom stovetop area, perfect for cooking and entertaining. Upstairs, a generous bonus room provides the perfect setting for movie nights, entertaining, a home office, or an additional family room, complete with its own gas fireplace. Outside, enjoy the expansive 7,969-square-foot lot with RV access, a storage shed, and an inviting covered patio—ideal for outdoor dining, relaxing, and enjoying California's beautiful weather. 3-car garage offers extra storage and a utility sink. Ideally located near schools, shopping, dining, and with easy access to Highway 4. Provided by Patrick McCarran

TRACY

$675,000

THIS LOVELY 5-BEDROOM HOME sits in the heart of Tracy and offers an impressive amount of space and opportunity. The large country kitchen features retro tile, a kitchen nook, and opens into an expansive family room boasting rustic paneling, a beverage bar, and fireplace. French doors lead directly to the backyard and inground pool. Upstairs, the master bedroom offers two walk-in closets and a private balcony. An additional bedroom can easily serve as a retreat or dedicated office. Outside features a large inground pool, deck area made for entertaining, sauna, and full bath accessible directly from the backyard. The detached garage is currently set up as an exercise room and storage area, but can be returned to its original garage use or potentially repurposed into in-law quarters.

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1627 GEYSER CIR ANTIOCH 94509

4 BEDROOM, 3 BATH, 2128 SQ FT $649,000

Welcome to this beautiful tri-level home offering 4 bedrooms, 3 bathrooms, and 2,128 square feet of living space on a spacious 7,000 square foot lot with possible RV/Boat access. Freshly updated with new interior paint, this home is conveniently located near parks, BART, and freeway access—perfect for commuters. The main level features a formal dining area, family room, dinette, and kitchen, creating multiple spaces for everyday living and entertaining. The lower level offers a full bedroom and bathroom, indoor laundry, and a separate family room with a cozy brick fireplace and wet bar—ideal for multi-generational living, guests, or entertaining. Upstairs, you'll find three additional bedrooms and two bathrooms, providing a comfortable and functional layout. Enjoy outdoor living with a deck off the dining area and a covered pergola-style patio—perfect for relaxing or hosting barbecues.



SOLD 929 SAN CARLOS DR ANTIOCH

SOLD - 3 BEDROOM, 2 BATH 1473 SQ FT $550,000

This stunning, updated 3-bedroom, 2-bathroom residence offers a perfect blend of modern elegance and comfortable living. Nestled in a tranquil neighborhood, this home is ideal for families and anyone seeking a serene retreat. The property features an updated kitchen with white shaker cabinets, granite counters, and modern appliances. Both bathrooms have been beautifully remodeled with quartz surrounds. Additional upgrades include fresh interior and exterior paint, new carpet, dual-pane windows, and a newer central heating and air system



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Listed at $159,000

3702 W. Benjamin Holt,

Stockton:

WELCOME TO NORTH SHORE! - STOCKTON $159,000

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JUST SOLD

Antioch classic style home. 4 bedroom, 3 bath, pool, updated throughout. $630,000

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ANTIOCH
$3600/MO
4 bedroom, 3 baths

3636 landmark cr 95356

RENTAL MODESTO
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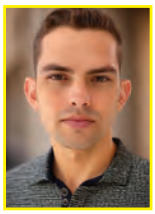
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DRE#01788336
925-565-5842



Michelle Ayers
DRE#01038624
209-815-0211
mayers@
hhandassociates.com



Curtis Trimble
DRE#02228976
925-375-0161



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1833 camino estrada, concord 94521

CONCORD - Updated single-story home tucked back in a cul-de-sac with beautiful Mount Diablo views. This 3-bedroom, 2-bath home offers 1,657 sq. ft. and features real hardwood floors, cherry wood cabinetry, granite countertops, a farmhouse sink, updated bathrooms, new windows and new sliding glass doors, a new roof, and fresh interior and exterior paint. The living room has a wood-burning fireplace, the family room is located off the kitchen, and there is a separate dining room. The home is located just off Kirker Pass on the Concord/Clayton border with easy access to shopping, dining and recreation, nearby Clayton Valley Charter High School, and approximately 5 minutes from the Concord Pavilion.

Maggie Recently SOLD these 4 homes.
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SOLD

1512 Coventry Dr., Oakley • SOLD for $699,000

SOLD

501 Lassen Way, Oakley • SOLD for $619,000

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3741 Walnut Blvd, Brentwood • SOLD $699,000

SOLD

2878 Taylor Rd, Bethel Island • SOLD $740,000

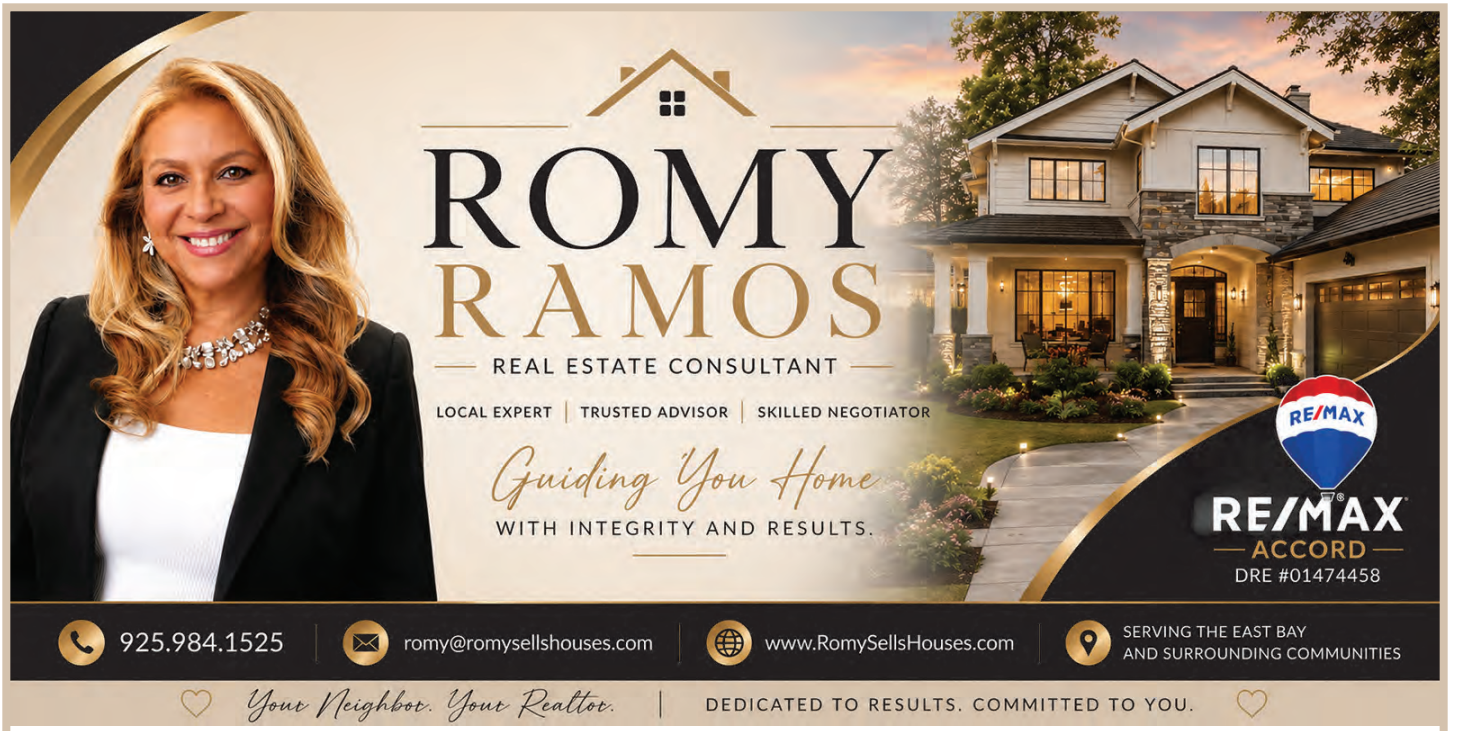


Maggie Hurtado

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THE PERFECT STARTER HOME AWAITS! Welcome to this charming first-floor condo, a place to call home! Ideal for first-time buyers, downsizers, investors or anyone seeking a low-maintenance lifestyle. This inviting home offers a comfortable and functional layout, with the community pool and laundry facilities conveniently located just a short distance away. Enjoy the added benefit of community tennis courts, perfect for staying active and enjoying the outdoors. Commuters will appreciate the excellent location with quick access to Highways 580 and 24, making travel to Orinda and other Bay Area destinations easy. Combining comfort, convenience, and desirable community amenities, this move-in-ready condo is an opportunity you won't want to miss!

5290 San Pablo Dam Rd Apt 19, • El Sobrante, CA 94803



INVESTOR NEEDED
2 bed / 1 bath
2201 Lemontree Way
Unit 1
Antioch, ca 94509
List price is $168,000



OPPORTUNITY IS KNOCKING! If you've been searching for a property with room to grow, this is one you won't want to miss. 2 Bedrooms, 2 Bathrooms, Large Lot. Endless Potential. Whether you're a first-time homebuyer, investor, or someone looking to create your dream home, this Valley Springs property offers the perfect combination of country charm and future possibilities. The spacious lot provides plenty of room for gardening, entertaining, RV parking, or expanding the home (buyer to verify). Enjoy the peaceful lifestyle of Valley Springs while still being conveniently located near shopping, schools, lakes, golf courses, and outdoor recreation. **2719 Heinemann Drive • Valley Springs**



THIS VERSATILE AND MOVE-IN-READY PROPERTY offers the perfect combination of comfortable living, flexibility, and income potential. Ideal for multi generational living, extended family, or buyers seeking a possible house hack opportunity, this property offers the ability to create additional income while enjoying the benefits of homeownership. The main house features 3 bedrooms and 1 updated bathroom, highlighted by beautifully refinished hardwood floors, new carpet, updated light fixtures, fresh interior paint and partial exterior paint, and an inviting atmosphere throughout. Attached to the home is a thoughtfully designed 2-bedroom, 1-bath ADU complete with a full kitchen, comfortable living area, and in-unit laundry-creating a flexible living arrangement for extended family, guests, or potential rental use. Step outside to enjoy the spacious backyard featuring a covered patio and mature fruit trees-an ideal space for entertaining, relaxing, gardening, or creating lasting memories. Conveniently located near Todos Santos Plaza, BART, bus routes, trails, shopping, dining, and freeway access, this home places everyday conveniences within easy reach.



THIS BEAUTIFUL CONDO is updated featuring 2-bdrm, 1-bath tucked away in a small court offering a practical & comfortable place to call home. It's conveniently located near Highway 4, BART, and local shops, making commuting and daily errands straightforward. Inside, you'll find fresh paint, an updated kitchen with newer appliances, and a spacious pantry for extra storage. The unit also includes an attached 1-car garage (left side) w/additional storage room and a nearby laundry room. A solid option for buyers looking for an affordable home with access to major routes and amenities. **2408 LEMONTREE CT UNIT 1 • ANTIOCH $168,000**


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23701 MARSH CREEK RD, BRENTWOOD, CA 94513

BACK ON MARKET, DON'T MISS OUT!
23701 Marsh Creek Rd, Brentwood • $1,959,000

Welcome home to one of the most sought out equestrian properties in Contra Costa County. Conveniently located minutes to Highway 4 or Vasco Rd. for easy access to this property. MInutes to downtown Brentwood with it's charm and fancy restaurants or enjoy the local wineries and California Delta with all of it's recreational opportunities. This property is renown and has been used for equestrian for years. Whether is horses, privacy, there is still plenty of room to farm on it as well with it's rich desirable soil. The home has been preserved and completely redone for the new owner. From the exterior ranch contemporary paint gives it a fresh new look. The interior has experienced contemporary paint and move in ready. New engineered laminate flooring that is light and contemporary as well as practical and durable. The great room has vaulted ceilings with wood beams, opens to the kitchen and huge area for a large dining area. The bedrooms are all oversized, especially the primary suite. The equestrian set up includes an imma culate covered lit arena 80x120. The barn includes an oversized office, tack rooms, 13 stalls 12x12 and 5 stalls 12x18. There is a seperate mare motel for more space for your furry friends. Seller has space for live in ranch help!

1140 FAIRVIEW AVE, BRENTWOOD, CA 94513

RV ENTHUSIAST, TOO MANY TOYS,
DON'T LIKE NEIGHBORS RIGHT NEXT DOOR, ROOM FOR MOM.
1140 Fairview Ave, Brentwood • $1,350,000

Get ready to have every box checked! Contemporary Ranch feel, combining country living with modern finishes. The one-acre parcel provides room for hobbies, vehicles, fruit tree, gardens or additional outdoor amenities while still being close to Brentwood's shopping and schools. Electric gated entrance with landscaped grounds, completely updated interior and exterior, quartz countertops and subway tile backsplash in the kitchen, stainless steel appliances, porcelain wood-look tile flooring, primary-style suite and Jr. suite both on the main level. Contemporary remodeled bathrooms with stone finishes and glass enclosures. But there's more, detached in-law, 1 bedroom, 1 bath, also in the detached shop/workshop there is an office and bedroom with a bath. Abundant RV/boat or car parking. Six-car garage capacity Bring your entire family along with complete privacy behind an electric gate and no rear neighbors yet centrally located to all of the conveniences of Brentwood. Fully secured by an automatic front gate with no rear neighbors. Potential pool site on the acre lot, farm to fork in your own yard or eggs from your chickens.

325 2ND STREET, RIO VISTA 94571

CHARMING RIO VISTA PROPERTY LOCATED IN THE HEART OF TOWN
325 2nd Street, Rio Vista • $550,000

just moments from the Sacramento River waterfront, downtown shops, restaurants, marina, and community events. This inviting home blends small-town charm with everyday convenience, offering spacious living areas, abundant natural light, and a functional floor plan ideal for both comfortable living and entertaining. The property features a generous lot with room for outdoor enjoyment, gardening, or future enhancements. Enjoy the relaxed Delta lifestyle with fishing, boating, waterfront dining, and scenic river views nearby. Conveniently located with easy access to Highway 12 for commuting to the Bay Area, Sacramento, and surrounding communities. A wonderful opportunity to own a home in one of the Delta's most desirable riverfront towns. What makes this one so special? The beautiful restored hardwood floors will catch your eyes as soon as you pass front porch with a welcoming tone with lots of charm. The interior will not disappoint with the decor and design to match the style of the home throughout. The decor of the house including the vintage tile, bathtub and don't miss the 1934 gas Wedgewood Stove that has been fully restored! Here's the big surprise, how about a 1,000 sf shop. Bring the tools, the hobbies, the toys, the cars, bring it all. You will be the envy of the entire neighborhood with this MUST HAVE shop. The dream shop even has a half bath, your friends will envy. Why dream, this one will check everyone's boxes. If you want more reasons to fall in love with this home, there is a basement for extra storage and your new wine cellar!

1700 EUREKA, BRENTWOOD 94513

SNEAK PEAK
1700 Eureka, Brentwood • $1,995,000

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PENDING

WELCOME TO A RARE OPPORTUNITY
2200 Delta Road, Knightsen

-where modern construction meets wide-open country living. This stunning single-story custom home, built less than six years ago, sits on an expansive 9-acre parcel in a desirable enclave of estate properties. Why take on a fixer when you can own a nearly new home with today's construction standards already in place? Step inside to discover a thoughtfully designed residence offering generous living spaces, quality finishes, and a seamless indoor-outdoor flow. The home is move-in ready, yet offers the perfect canvas to layer in your personal design vision and elevate it to your own signature estate. Outside, the possibilities stretch as far as the eye can see. Whether you envision an equestrian retreat, boutique vineyard, orchard, or hobby farm, this land is primed for it all. There's ample room for barns, workshops, an ADU, resort-style pool, or expansive entertaining areas-your lifestyle, your blueprint.Enjoy unobstructed views of Mount Diablo as your daily backdrop, with the peaceful rhythm of country living just minutes from modern conveniences. You're a short drive to California Delta for boating and recreation, close to local wineries, and only minutes from downtown Brentwood for shopping, dining and trails. shows value 1.9 million! $1,625,000

THIS ESTATE WAS DESIGNED FOR EQUESTRIAN ENTHUSIASTS WITH AGRICULTURAL AMBITIONS
8476 Byron Highway BRENTWOOD

Sitting on 10.5 acres with active E.C.C.I.D. water rights, this Brentwood horse property blends functional ranch infrastructure with a lifestyle of rolling the workshop doors down, making the final rounds on the grounds, and watching the sun set behind Mt. Diablo. The 1,782 sq ft 433(A) certified 3 bedroom + office/flex space, 2 bath home offers a remodeled kitchen with quartz surfaces, updated cabinetry, stainless appliances, recessed lighting, new flooring throughout the majority of the home, along with updated interior finishes throughout. Recent improvements include a roof replacement, water treatment systems, HVAC, seller-owned 30-panel solar system supporting long-term efficiency and functionality! Heading back outside the covered front and rear patios extend the living space outdoors while overlooking the grounds, arena, and surrounding views. The equestrian setup includes an approximate 300' x 175' lighted roping arena with pneumatic roping chute, four paddocks, open pasture, and an expansive cross-fenced rear pasture offering flexibility for livestock, horses, or additional agricultural use with water and power throughout the property. The property features a 40' x 80', 3,200 sq ft steel workshop with 16-foot eaves, 12' x 14' automatic door and a 18' x 12' manual door, power and water, and infrastructure suited for equipment, trailers, RV storage, ranch operations, or hobby use. This is not just a home, it's an improved Brentwood ranch property built for equestrian living, agricultural use, and long-term functionality. Positioned just outside city limits while remaining within reach of town, Delta waterways, and commuter access. This may be the next chapter you have been looking for.



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1548 Freed Circle, Pittsburg 94565

PITTSBURG | 4 BEDROOMS | 2½ BATHS | 1702 SQ FT | $549,999

Located in a Tree-Lined Small, Private Gated Community, this is the perfect home waiting for you! 4 bedrooms, 2 1/2 Baths with Formal Living and Dining Rooms. Enjoy the Soaring Ceilings in the front of the home. The Kitchen has been Updated with New Quartz counters, Freshly Painted Cupboards with New Hardware and New Stove and Dishwasher. There are tons of windows making this home full of light both downstairs and upstairs. The great room is open to the kitchen and has a cozy fireplace with easy access to the backyard. The bottom floor has laminate flooring. The inside has just been painted. There is new carpet upstairs and new LVP in all the bathrooms. The Primary Bedroom includes an en-suite with a walk in closet. The Hall Bath also has dual vanities. Upstairs laundry makes life so much easier! There is a finished, three car garage (tandem) with built in closets and a newer A/C. This sweet home is within just minutes of Los Medanos College, shopping and the freeway.

2017 Tioga Pass Way, ANTIOCH 94531

ANTIOCH | 4 BEDROOMS | 3 BATHS | 2440 SQ FT | $729,000

Big, Beautiful Price Change! Vacation at home in this stunning 4 bedroom, 3 bath, Former Model home with a tropical feel, beautiful pool/spa and great views. Enter through the formal living and dining rooms featuring soaring, vaulted ceilings. Next, check out the large, all white kitchen with a built in oven, tons of counter space and even a desk area. The kitchen is open to the great room which includes a cozy gas fireplace. There are great views of the beautiful pool and backyard from both rooms. There is one full bed and bath downstairs. Continue upstairs and you will find a big loft with a built in desk area. Perfect for those who work from home. The Primary Suite located at one end of the upper floor, features a balcony and a bright Bathroom with a big soaking tub and dual vanities. There are two additional bedrooms upstairs. Swim all day long in this sunny backyard! Check out the beautiful view! Conveniently located just minutes from schools, shopping, parks, trails and medical services. This home has everything you ever wanted.



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$98,000

103 Diana Way, Antioch, CA 94509

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6. Further, those 43 minutes of attention are typically undivided. Magazines and magazine ads garner the most attention: BIGresearch studies show that when consumers read magazines they are much like to engage with other media or to take part in non-media activities compared to the users of TV, radio or the Internet.
7. Magazines delivers more ad impressions that TV or Web in each half-hour period.
8. Magazine readership in the 18 to 34 segment is growing.
9. Magazines are the No. 1 medium of engagement - across all dimensions measured. Simmons' Multi-Media Engagement Study finds magazines continue to score significantly higher than TV or the Internet in ad receptivity and all of the other engagement dimensions, including "trustworthy" and "inspirational".
10. Magazines outperform other media in driving positive shifts in purchase consideration/intent.
11. Magazines rank No. 1 at influencing consumers to start a search online - higher than newer media options.
12. Magazines reach specific audiences. The only people who pick up this Real Estate magazine are people interested in real estate(buying, selling, etc.).



Sources: MRI; McPheters & Company; Simmons Multi-Media Engagement Study; BIGreasearch Simultaneous Media Usage Study; Dynamic Logic

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Time to Sell? Then Stage For Maximum Return

By Patrick McCarran ~
Real Estate Broker

The doom and gloom of the great meltdown has not materialized. While current economic conditions are certainly a little tenuous, rates have mostly stabilized and demand is still strong for homes.

No one knows what lies in the future for every expert that predict a recession there is another one promoting a real estate boom. California companies are overall in good shape and the banking collapse seems to have been avoided.

Inventory overall continues to remain at historic lows. Buyers are still looking. I think the primary difference today is the Buyer are adjusting and do not seem to have a sense of urgency to rush making an offer. Buyers are waiting to find the right home and one that is move in ready.

If you have a plan to move and are considering selling then there is no time like the present. So if you are ready then time to get home ready with a little basic staging and maintenance.

Don't be too personal: Your home should convey a neutral canvas that will appeal to the majority of buyers. Staging is all about de-personalizing the space, and creating more of a look that will appeal to most everyone. This is not the time to bring in your unique style and create a look that may appeal to just you.

Use neutral colors: When painting choose nice neutral and warm beige tones, This will help bring out the warmth of any wood or laminate floors. You'll be amazed at the transformation a few coats of fresh paint will make on your home. Gray is on the way out in my opinion.

Take advantage of natural light: People love natural light, so don't block any light with heavy curtains or furniture. Accentuate any attractive views. Anything dated in a home is a turn-off to a potential buyer and window treatments are one of them. Don't be afraid to take down the curtains and just use the blinds or just leave the valances. A trick I use is to aim the blinds up to allow the light in and reflect off the ceiling.

Less is definitely more: Scale down your furniture to be in balance with the scale of the room. Remember that the purpose of furniture when selling a home is to define the purpose of the room and to show what will fit where. Remove decorative items from shelves and tables I generally use the rule of one per shelf or table top.

Take a look outside: People do care about the outside space just as much as the inside, so add flowers, make sure the lawn is mowed and tidy. Bring in some bark or rocks to cover the bare earth and five the yard a finished look.

Spruce up ALL rooms: People are quick to stage living rooms and kitchens and but don't forget to spruce up the bedrooms, flex space and closets as well.

Don't forget fixtures: When staging a home, it's important to ensure all lights are burning with fresh bulbs, and that all fixtures are working. It may be a good investment to update the light fixture form the original brass and glass and the same go for the faucets. A nice modern kitchen faucet make a significant difference in the buyer impression of the overall kitchen.

Remember, staging a home means showcasing the property's many features, not concealing its flaws. Make sure your house is in good condition and use staging to cast the home in the best light.

Patrick McCarran is a local Realtor and Broker DRE# 01325072.
He can be contact by phone or text at (925) 899-5536, pmccarran@yahoo.com or www.CallPatrick.com.
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EAST BAY Real Estate GUIDE



2026-27 DEADLINE CALENDAR

SEPTEMBER

SUN	MON	TUE	WED	THU	FRI	SAT
		01	02	03	04	05
06	07	08	09	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

09 MATERIAL DUE 8/4/2026
STREET DATE 8/21/2026

OCTOBER

SUN	MON	TUE	WED	THU	FRI	SAT
				01	02	03
04	05	06	07	08	09	10
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10 MATERIAL DUE 9/1/2026
STREET DATE 9/18/2026

NOVEMBER

SUN	MON	TUE	WED	THU	FRI	SAT
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11 MATERIAL DUE 9/29/2026
STREET DATE 10/16/2026

DECEMBER

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12 MATERIAL DUE 10/27/2026
STREET DATE 11/13/2026

JANUARY

SUN	MON	TUE	WED	THU	FRI	SAT
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31						

01 MATERIAL DUE 12/21/2026
STREET DATE 1/8/2027

FEBRUARY

SUN	MON	TUE	WED	THU	FRI	SAT
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02 MATERIAL DUE 1/19/2027
STREET DATE 2/5/2027

MARCH

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03 MATERIAL DUE 2/16/2027
STREET DATE 3/5/2027

APRIL

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04 MATERIAL DUE 3/16/2027
STREET DATE 4/2/2027

MAY

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05 MATERIAL DUE 4/11/2027
STREET DATE 4/30/2027

JUNE

SUN	MON	TUE	WED	THU	FRI	SAT
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06 MATERIAL DUE 5/11/2027
STREET DATE 5/28/2027

JULY

SUN	MON	TUE	WED	THU	FRI	SAT
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07 MATERIAL DUE 6/8/2027
STREET DATE 6/25/2027

AUGUST

SUN	MON	TUE	WED	THU	FRI	SAT
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29	30	31				

08 MATERIAL DUE 7/6/2027
STREET DATE 7/23/2027

AD MATERIAL DEADLINE ● **STREET DATE** ■

STEVE MARGOLIS



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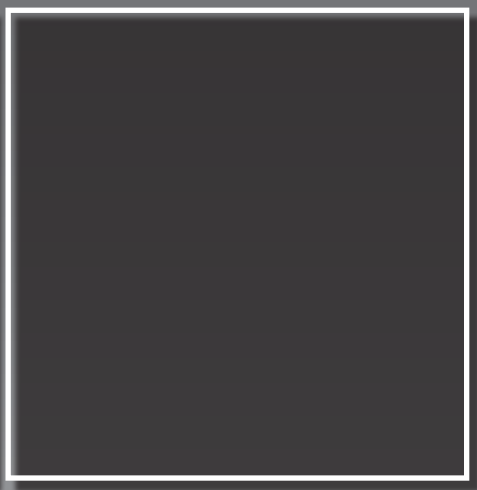
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