



Dear Client,

Condo Market in San Francisco now a Buyer's Market

The two months since my last newsletter have flown by fast. Not only was I busy with my own move into the Infinity, I also spent lots of time exploring the downtown condo market, specifically South of Market and South Beach. The area has turned into a buzzing, vibrant new downtown. Where old warehouses used to languish, new sleek condo towers and complexes have sprung up. Many are still under construction, others are fully occupied.

There is now a good amount of inventory in newer condos in these areas and buyers are gaining the upper hand. In the last few weeks I have seen more and more price reductions as well as some short sales. What is also telling is that I am receiving more and more calls from listing agents asking for feedback whenever I show a unit to one of my buyers. This is a significant sign that sellers are fighting for the few qualified buyers that are out looking right now.

It's impossible to say how long this lull in the condo market will last, but for buyers this is definitely a good time to get into the market, especially if they are currently renting and don't have to sell their current property. Rents have been creeping up in the last year which makes a property purchase more attractive again.

Condo living is not for everyone, but if you like to have a gym, pool and other great amenities right in your own home, a full-service complex might be the right place for you. Here are the few things I truly appreciate in my condo:

- The front desk takes delivery of all my packages / fedexes
- Visitors are announced and the building is secure
- Repairs and maintenance is arranged for me
- I have no more excuses not to go to the gym

Condo Listings in South of Market, South Beach and Mission Bay areas

If you are interested in seeing any property in these areas, please call or email me. I know lots of these condo buildings and have many floor plans.

Referrals

If you know of somebody who needs a real estate agent, I hope you consider referring me. It's the greatest compliment you can give me.

Sincerely yours, Bettina



*Serving clients in San Francisco and Marin County
- English - Deutsch - Français*

Bettina Clairmont
Realtor®, ABR, CPA, TRC

Clairmont Real Estate
202 Kirkham Street
San Francisco CA 94122

bettina@clairmontcpa.com
www.clairmontcpa.com

tel: 415-939-4601
fax: 415-358-4381