



APTOS TIMES – RUTH BATES REAL ESTATE ARTICLE – **FEBRUARY 2022**

JANUARY 2022

Only 12 homes Sold in Aptos in January. High sale: 133 Zanzibar – 4B/2.5Ba/3381SF, \$2,150,000. Low sale: 813 Loma Prieta – 2B/1Ba/834SF, \$869,000. Average Sales Price = \$1,481,210. Only 3 Condos/TH Sold, all for over \$1 Million Dollars! 261 Sea Ridge #2- \$1,250,000, 1730 Seascape-\$1,156,000, 260 Rio Del Mar#1-\$1,105,000.

ACTIVE LISTINGS

There are only 14 homes for sale as of 2/08/22, and 4 “Coming Soons”. High list: 635 Beach- \$6,250,000, Low List: 1008 Redwood – 1B/1Ba/526SF-\$650,000. There is only 1 Condo/TH for sale in Aptos. In Santa Cruz County, there are only 77 Home Listings and 33 “Coming Soons”. With 1200+ Realtors in the County, only 6% of us have Listings right now... might be time for some to consider another career, but not me, I love what I do and I’d love to help you – in any way I can.

INTEREST RATES

Bankrate.com 2/08 quotes 30-year fixed mortgage rate average of 3.93%. This is significantly higher than all of 2021, and will soon break 4.0% as the Feds will be doing another adjustment later on this year. The rising interest rates are supposed to correlate with lowering inflation, but that remains to be seen.

DECLUTTERING

February comes from the word 'februa', which means cleansing or purification, so maybe now is the time to think about Home Decluttering. Here are some ideas: 1. Clear off all flat surfaces – and keep them clean. 2. Make the most of underutilized storage spaces. 3. Ask yourself which items you actually use, and donate/ditch the rest. 4. Designate a place for clutter to go. 5. Evaluate one room at a time. And my favorite: Make your bed every day. This is a quick and easy way to feel instantly more organized.

My favorite 4-letter word is "SOLD". Call, email, text, and Get Results With Ruth!