



Penny Sells Homes April Market Update



MARKET UPDATE APRIL 2019 - ROSSMOOR

RECENT SALES IN OUR NEIGHBORHOOD

"Based on information from the Association of REALTORS®/Multiple Listing as of May 1st, 2019 and/or other sources. Display of MLS data is deemed reliable but is not guaranteed accurate by the MLS. The Broker/Agent providing the information contained herein may or may not have been the Listing and/or Selling Agent."

Address	Bedrooms	Baths	Sq. Ft	Lot Size	Pool	DOM	List Price	Sold Price	Price Per Sq.
3271 Woodstock Rd.	3	2	1,623	7,725	No	9	\$749,999	\$800,000	\$493
3052 Salmon Dr.	3	2	1,735	7,700	No	0	\$945,000	\$945,000	\$545
2901 Copa De Oro Dr.	3	2	1,859	7,700	No	18	\$1,099,000	\$1,029,000	\$553
12271 Foster Rd.	3	2	1,662	8,250	Yes	7	\$1,098,000	\$1,098,000	\$660
3031 Bostonian Dr.	3	2	1,721	7,210	No	6	\$1,079,000	\$1,120,000	\$651
2652 Saint Albans Dr.	3	2	1,618	7,920	Yes	129	\$1,179,000	\$1,135,000	\$701
3032 Tigertail Dr.	4	2.5	2,195	7,665	Yes	25	\$1,239,000	\$1,220,000	\$556
2661 Tucker Lane	4	2.5	2,448	7,700	Yes	130	\$1,299,888	\$1,265,000	\$517
12002 Weatherby Rd.	4	3	2,613	7,262	No	7	\$1,299,900	\$1,310,000	\$501
3342 Cortese Dr.	4	3	2,445	7,210	Yes	0	\$1,555,000	\$1,555,000	\$636
2951 Angler Ln.	5	3	4,176	9,350	Yes	37	\$1,875,000	\$1,765,000	\$423

Check out my new & upcoming listings - Call if interested in selling or buying. 562-370-5574

Representing Seller
Offered at \$1,780,000
3121 Druid Lane
Rossmoor, CA90720
5 Bed, 4 Bath - 4,396 sqft.

Coming Soon
Call for pricing
Cypress, CA 90630
5 Bed, 2.5 Bath - 1,900 sqft.

Coming Soon
Offered at \$2,900,000
Center Track Location,
Rossmoor, CA90720
6 Bed, 5 Bath - 5,129 sqft.

Coming Soon
Offered at \$1,650,000
Center Track Location,
Rossmoor, CA90720
4 Bed, 3 Bath - 2,800 sqft.

Want to find out how much your home is worth?

Find out by typing in the link below!

<http://dreamhomesbypenny.com/real-estate/whats-rossmoor-home-worth/>

The highest compliment our clients can give us is to recommend us to a friend.

We appreciate your referrals!



KW

KELLERWILLIAMS

Penelope McCann - Realtor®

Seal Beach & Los Alamitos
Broker # 01464124

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2019 Housing Outlook improves as Interest Rates lower.

Hi Friends and Neighbors, we had **11 sales** in April, totaling 25 in 2019 as continued demand also resulted in a further **4 homes pending and 8 active under contract** in April. There are now **35 homes currently active**. Inventory levels have risen 131.6%. Median D.O.M has dropped to **10 days, down 10.0%** from last year. Check out all this and more on Penny's newly launched app available on the app store, just search for **pennysellshomes**.

HOUSING FORECAST & INTEREST RATE SUMMARY

The U.S. economy grew at a surprisingly strong 3.2% annual rate in the January-March quarter. It was the best performance for a first quarter in four years beating estimations by some 3%. The Fed also chose not to change the benchmark interest rates. The pace of Rossmore home sales also quickened last month as we entered the peak selling season. Sellers don't wait, **Penny Sells Homes** knows the market, has a pipeline of buyers and is gifted at drilling down and comparing property values to maximize your return. Qualified buyers are out there and **now is the Time to Sell!!!**

30-year Fixed Rate Mortgage averaged **4.20%, down 15 basis pts** over last month.

15-year FRM averaged **3.64%, down 14 basis pts** over last month.

What does this mean? Assuming a borrower gets the average 30-year fixed rate on a conforming \$484,350 loan, last year's payment was \$108 higher than this week's payment of \$2,369. Locally, well-qualified borrowers can get the following fixed-rate mortgages at zero points: A 15-year FHA (up to \$431,250 in the Inland Empire, up to \$484,350 in Los Angeles and Orange Counties) at 3.375%, a 30-year FHA at 3.50%, a 15-year conventional at 3.50%, a 30-year conventional at 4.0%, a 30-year FHA high-balance (from \$484,351 to \$726,525 in L.A. and Orange counties) at 3.875%, a 15-year conventional high-balance (also \$484,351 to \$726,525) at 3.75%, a 30-year conventional high-balance at 4.25%, a 15-year jumbo (over \$726,525) at 4.0% and a 30-year jumbo at 4.50%. **Interest news!** Mortgage interest rates are down from the end of last year and are expected to hover between 4.25% and 4.5% for the remainder of this year. This will get more prospective buyers off the fence and into the home of their dreams.

Analysis of Market data as it relates to Rossmore. The number of active listings is **up 131.6%** but the average **D.O.M is down 4.0% to 24 days** from this time last year! There are now **35 active, (a further 8 are active under contract)** homes available as inventory levels have risen sharply. The average home is now selling at **98.7%** of the original asking price. Homes sales have started the year steady but **Demand is now strong** and homes are moving. At the current rate of sales though, there is **5.3 months'** supply of homes, **Up 178.9%** from last year. However, motivated buyers, plus Los Alamitos schools, continued home builds, remodels and the Rossmore neighborhood continues to keep Rossmore highly sought after. The Rossmore median Sales price was at **\$1,135,000** and the Average Sales Pricing is **\$1,203,818**. Los Alamitos median/average price is at **\$1,000,000 & \$1,000,000** respectively, in April 2019.

Penny believes Sellers should engage with agents on their terms, not the agents. At all times they should feel comfortable and expect unsurpassed customer service. Penny's record of selling homes successfully for top dollars, requires experience, time and resources. **Experience** - From pinpointing an optimal asking price to writing a purchase agreement and negotiating terms of sale, real estate transactions are a science. **Time** - Selling a home involves hours of preparation, open houses, phone calls and paperwork that you shouldn't have to concern yourself with. I will expertly handle every detail for you. **Resources** - Keeping your home in front of potential buyers requires marketing 24 hours a day, seven days a week. I will ensure your property receives the attention it deserves through the latest technology and a thoughtfully crafted marketing campaign, (**Penny Sells Homes** offers **3-months of complementary home staging minor repairs** and **professional imagery** essential to help set your home apart). **The Right Connections** - Your property is unique - and uniquely suited to a specific buyer. My connections in the community, along with the powerful network of KW Luxury International, serves as an asset during the selling process by increasing the potential reach of your property, both locally and globally. Make your next move with **Penny Sells Homes - a Proven Rossmore Leader!**

