



# Penny Sells Homes May Market Update



## MARKET UPDATE MAY 2019 - ROSSMOOR

### RECENT SALES IN OUR NEIGHBORHOOD

"Based on information from the Association of REALTORS®/Multiple Listing as of June 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.
12582 Argyle Dr	3	2	1,619	7,700	No	15	\$899,000	\$857,000	\$529
11931 Martha Anne Dr	3	2	1,893	8,030	No	0	\$1,050,000	\$1,050,000	\$554
2732 Copa De Oro Dr	3	2	1,662	7,700	No	0	\$1,079,000	\$1,100,000	\$662
12542 Foster Rd	3	3	3,216	7,700	No	226	\$1,299,000	\$1,100,000	\$342
11306 Wembley Rd	4	2	2,334	8,658	No	28	\$1,150,000	\$1,125,000	\$482
3251 Saint Albans Dr.	4	3	2,127	7,560	No	158	\$1,380,000	\$1,150,000	\$541
11611 Davenport Rd	4	2.5	1,971	7,395	Yes	20	\$1,274,900	\$1,245,000	\$632
11341 Donovan Rd	4	2.5	2,673	7,920	No	7	\$1,349,900	\$1,350,000	\$505
11891 Wembley Rd	4	3.5	2,329	8,100	Yes	10	\$1,475,000	\$1,450,000	\$623
3111 Donny Ann Rd	4	4.5	5,019	7,630	No	36	\$2,200,000	\$1,915,000	\$382
3051 Burney Place	4	4.5	5,414	8,480	Yes	171	\$2,850,000	\$2,650,000	\$489

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

Representing Seller  
Offered at \$1,725,000  
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.

Representing Seller  
Offered at \$2,950,000  
11211 Foster Rd,  
Rossmoor, CA90720  
6 Bed, 5 Bath - 5,129 sqft.

In Escrow  
Offered at \$1,600,000  
3231 Bostonian Dr,  
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

DRE: 01925479 & 02019398. Each Office Independently Owned and Operated. If your property is listed with another Broker, this is not a solicitation. Keller Williams does not guarantee the accuracy of square footage, lot size, or other information concerning the condition of the features of the property provided by the seller or obtained from public records or other sources and the buyer is advised to verify the accuracy of that information through personal inspection with appropriate licensed professionals

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# 2019 Housing Outlook improves as Interest Rates lower.

Hi Friends and Neighbors, we had **11 sales** in May, totaling 36 in 2019 as continued demand also resulted in a further **3 homes pending and 10 active under contract** in May. There are now **39 homes currently active**. Inventory levels have risen 138.1%. Median D.O.M has rose to **20 days, down 23.1%** 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

Volatile stock prices and news about a trade war and a looming recession is having a cooling effect on the housing market even as interest rates lower but the pace of Rossmore home sales remained steady. There are still buyers out there, but they're being more selective. If your home's not priced right, it will sit on the market. 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 FRM** averaged **3.99%**, **down 21 basis pts** over last month. **Down 35 basis pts** in the last 2 months!

**15-year FRM** averaged **3.46%**, **down 18 basis pts** over last month. **Down 32 basis pts** in the last 2 months!

**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 \$161 higher than this week's payment of \$2,310. 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 3.125%, a 30-year FHA at 3.25%, a 15-year conventional at 3.25%, a 30-year conventional at 3.875%, a 30-year FHA high-balance (from \$484,351 to \$726,525 in L.A. and Orange counties) at 3.50%, a 15-year conventional high-balance (also \$484,351 to \$726,525) at 3.625%, a 30-year conventional high-balance at 4.0%, a 15-year jumbo (over \$726,525) at 3.875% and a 30-year jumbo at 4.50%. **Interest news!** 30 year Mortgage interest rates fell below 4.0% for the first time in 18 months. 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 138.1%** and the average **D.O.M is up 117.9%** to **61 days** from this time last year! There are now **39 active, (a further 11 are active under contract)** homes available as inventory levels have risen sharply. The average home is now selling at **95.4%** of the original asking price. Homes sales have started the year steady and **Demand remains strong** and homes are moving. At the current rate of sales though, there is **6.2 months'** supply of homes, **Up 195.2%** 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 **\$1,150,000** and the Average Sales Pricing is **\$1,362,909**. Los Alamitos median/average price is at **\$997,500 & \$997,500** respectively, in May 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!**

