

House Talk From the Heart

Issue 123

News From Christine Schlittenhart, Your Agent with Heart

April 2018

Heart to Heart

I want to give a heartfelt thank you to all my clients who helped me once again make the Placer County Association of Realtors' Master's Club list for 2017. The Placer County Association of Realtors' Masters Club identifies the Top Ten to Twenty Percent in Sales Production within its membership. Masters Club qualifications for 2017 required Realtors to produce at least \$4.5 Million in real estate sales with a minimum of eight transactions or at least 20 transactions. Because of you - I have been able to achieve this goal for the last six years.

All my success comes from you and your referrals. You have blessed me with the ability to work exclusively by referral and repeat business. I am deeply humbled and forever grateful!

Thank You!

Proverb of the Month

*"As charcoal to embers and as wood to fire, so is a quarrelsome man for kindling strife."
Proverbs 26:21*

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I hope you and your family had a blessed Easter celebration. Here are just a few interesting facts behind Easter's most common symbols and customs:

- Eggs are dyed to represent the blood of Jesus Christ.
- Most adults prefer milk chocolate to dark. (I do!)
- Giving eggs is a symbol of rebirth in many cultures.
- Americans will consume over 16 million jelly beans.
- Decorating eggs comes from a Ukrainian tradition.
- The first White House Easter Egg Roll was in 1878.
- Easter is the second biggest candy consuming holiday, with Halloween coming in first.
- Back in 1953 it used to take 27 hours to make a Peep. Now it takes less than 6 minutes.
- Americans eat more than 600 MILLION peeps during Easter. (I'm not one of them.)
- 76% of Americans bite off the ears of the chocolate bunny first.
- Easter always falls between March 22nd and April 25th.
- The first Easter basket was given the appearance of a bird's nest.
- Chocolate eggs were made for the first time in Europe, in the 19th century. Till date, they remain one of the favorite Easter treats.



Mortgage Rates Hit 4 Year High

(Provided by Randy Carter with Finance of America)

Mortgage rates have hit their highest level in four years as they've increased for the eighth week in a row.

The average 30-year rate at the time of writing this article is 4.43 percent nationwide, according to mortgage giant Freddie Mac. At the beginning of the year, the rate was 3.95 percent. Len Kiefer, the deputy chief economist at Freddie Mac said, "The 30-year rate has been on a tear in 2018."

That half-point increase in the past two months means a consumer buying a \$200,000 home with 20 percent down will pay about \$50 more a month today compared with January.

The average 15-year rate is 3.9 percent nationwide.

Rates have been amazingly low for a decade, falling below 3.5 percent in 2016. This week's average is the highest since January 2014, when it was 4.51 percent. Rates haven't been above 7 percent since 2002.

Rates are rising in part now because of public statements by new Federal Reserve Chairman Jerome Powell. Powell says his outlook for the economy has become more optimistic since December and that has pushed Treasury yields higher. Mortgage rate fluctuations generally mirror ups and downs in the Treasury bonds.

Typically when mortgage rates surge, housing fades. But not this time. We continue to see strong appreciation across the Nation and the numbers in Placer County exceed the National averages. Strength in the economy and pent up demand should allow U.S. Housing markets to continue their expansion.

NOW, is still the time to buy before rates and prices increase even more! And if you're thinking about selling, the market has never been better than right now. We are at HISTORIC lows in inventory so except for very unique properties, well priced homes are moving quickly.



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CELEBRATION CORNER!

Happy Birthday Wishes To:

Shaun Wood (6)
Jo Sanders (9)
Cassie Zeyen (10)
Don Benedict (21)
Justin Powell (26)
Patricia Hansen & Ian Bard (28)
Dan Smith (29)

Happy Wedding Anniversary:

Aaron & Cacey Klein (7)
Dan & Connie Smith (7)
Jim & Judy Boles (24)
Steve & Lisa West (25)



SURVEY CLAIMS ½ OF BAY RESIDENTS PLAN TO LEAVE CA

Although claims that San Francisco is hemorrhaging residents and that Silicon Valley is “over” are not all that they’re cracked up to be. Bay Area residents are increasingly likely to tell pollsters that they’re unhappy with the state of the state.

In February, the Chicago-based PR firm Edelman surveyed 1,500 Californians, including 500 Bay Area residents, to gauge their opinions about California and their level of trust in and satisfaction with the tech industry in particular.

Of the 500 Bay Area residents polled, 49 percent agree with the statement “I am considering moving away from California because of the high cost of living.” Statewide, 58 percent of Millennials and 65 percent of parents echoed the sentiment.

The number of disgruntled responses is up significantly year over year—eight points in general and seven points among Millennials.

LISTING OF THE MONTH



BUILD YOUR DREAM HOME on the last available lot in desirable Eden Valley View Estates. The 2.7 acre parcel has two designated building sites for twice the possibilities! Electrical and phone to site, irrigation and metered water available and soil perc tested for septic. \$119,000.00

MILLENNIALS LEAD ALL OTHER GENERATIONS IN BUYING HOMES

Millennials held the highest share of home buying activity out of all other generations for the fifth consecutive year, according to the 2018 Home Buyer and Seller Generational Trends study from the National Association of REALTORS®.

- Millennials held a market share of 36 percent over the past year, up from 34 percent in 2017. Gen Xers ranked second at 26 percent, a drop from 28 percent in 2017, followed by the Baby Boomers with 32 percent, up from 30 percent in 2017 and the Silent Generation with 6 percent, down from 8 percent in 2017.
- NAR explained that Gen X buyers ranked second because Baby Boomers in the survey are segmented into two groups: younger Boomers, ages 52 to 61, and older Boomers, ages 62 to 70, and encompass a longer age period.
- Over the past year, the typical Millennial homebuyer had a higher household income at \$88,200, compared to \$82,000 last year, and purchased the same sized home at 1,800 square feet.
- Millennials also had higher levels of student debt than in last year’s survey, and slightly more of them said saving for a down payment was the most difficult task in buying a home.
- Millennials are the most likely generation to use a real estate agent with 90 percent purchasing through an agent.

CLIENTS OF THE MONTH



I had the double pleasure of representing Trevor & Tasha Sykora on the sale of the Rocklin home and the purchase of their new Auburn home. This makes 3 flawless transactions with this amazing couple. Congratulations!!



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RECIPE OF THE MONTH

Strawberry Pretzel Salad

2 cups Butter Snap pretzels, crushed to big nut piece size
4 tablespoons white sugar
2 tablespoons brown sugar
 $\frac{3}{4}$ cup salted butter, melted
1 tsp. vanilla extract
1 cup white sugar
2 (8 oz) package of cream cheese
1 (8 oz) package of frozen whipped cream topping, thawed



- Preheat oven to 350 degrees. Mix together the pretzels, 4 tbs white sugar, 2 tbs brown sugar and melted butter. Press into the bottom of a 9x13 inch pan. Bake for 8 minutes. Set aside to cool completely.
- In a medium bowl, beat the vanilla, 1 cup sugar and cream cheeses until smooth. Fold in whipped topping. Spread evenly over the cooled crust. Seal edges. Freeze until set, about 30 minutes.
- In a medium bowl, stir together the gelatin mix, strawberry juice and boiling water. Mix in frozen strawberries, and stir until thawed. Stick in freezer for 40 minutes.
- Pour chilled strawberry gelatin over cream cheese mixture in pan. Refrigerate until completely chilled, at least 1 hour. (Salad needs to be eaten within 48 hours)