



Ballou Digest

[Q1 2020]

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Real Estate Topics

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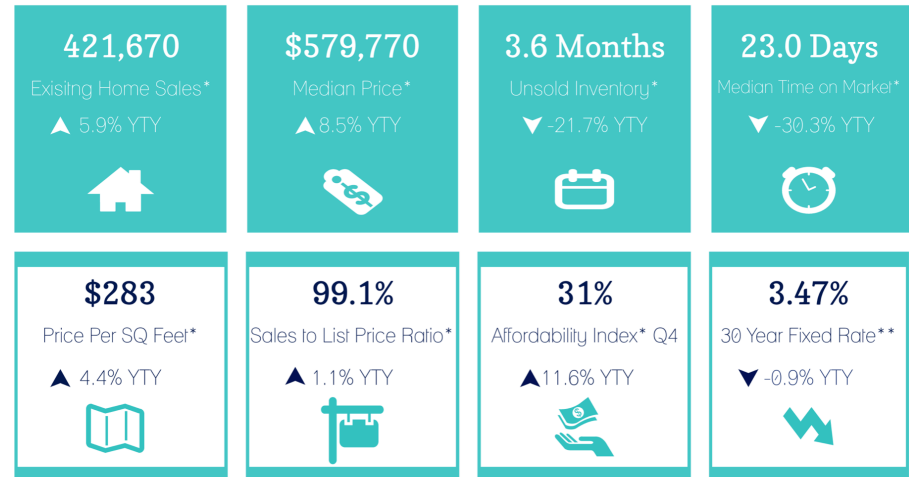
Market At A Glance

[February Stats in California]

Residential Sales

These numbers are put out by the California Association of Realtors, and they ‘lag’ in time just a bit. Therefore, these are February statistics and they came out before the COVID-19 pandemic. Obviously, the new numbers that come out will look much different. It will be interesting to see those numbers in the next newsletter! For now, this is what we have. For the month of February, existing home sales, median price, and price per square foot all increased this year compared to last year. In addition to that, the days on market and the 30 year fixed rate both decreased. It was a very healthy real estate environment prior to the pandemic.

California’s Shelter In Place Order has certainly influenced our real estate market, however, real estate is considered an “essential” business, and people are still buying and selling! We have systems in place to ensure that we are as virtual as possible.



C.A.R. closely monitors and analyzes trends in the residential real estate industry. The above information contains the latest reported existing home sales series, median home prices, unsold inventory index, median time on market, price per square feet, sales to list ratio, quarterly housing affordability index, and the latest mortgage rates.

SOURCES * CALIFORNIA ASSOCIATION OF REALTORS®
** Federal Home Loan Mortgage Corp.



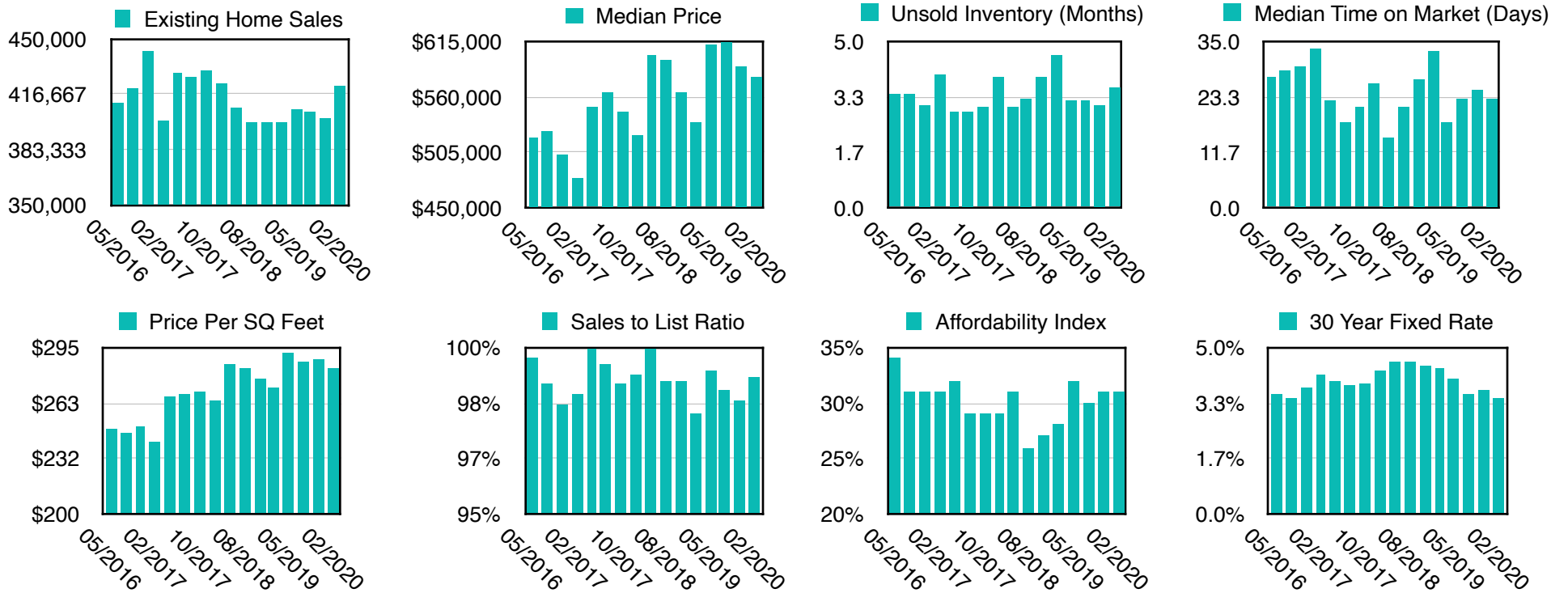
www.car.org/marketdata

Market At A Glance

[Stats in California]

Residential Sales

The charts below show the “Market At A Glance” statistics compared to the previous quarters.



Featured Listings

by Ballou Company

Ballou Company's Current Listings



4481 Nelson Street, Taylorsville

155 acre working hay, cattle, and horse ranch: \$2,400,000

This breathtaking ranch is located in the historic town of Taylorsville and is set up as a working hay, cattle, and horse ranch. There are 3 addresses and 3 parcels on 155 acres with two custom homes and numerous outbuildings. The ranch is on grandfathered flood irrigation and has produced more than 400 tons of hay in a year, in addition to supporting cattle.

[Click Here](#) to view the aerial video.

[Click Here](#) for more details.



14246 Dorcelline Court, Nevada City

3bed/3bath Home on 1.25 Acre: \$599,000 PENDING!

This stately home is nestled in the pines on a quiet cul de sac on lower Banner Mountain. A stone's throw from local hiking trails, this spacious, well-maintained and quality updated home feels like a getaway in the woods, yet it's only minutes to town!



8112 Carlee Court, Los Molinos

3bed/2bath Home on 1 Acre: \$399,000

New Construction on a 1 acre lot! This quality custom has all of the bells and whistles. The open floor plan leads to a back patio where you can entertain large groups. There is a large kitchen island with bar stool seating, dining area with chandelier, stainless steel appliances, pantry, a gas stove, and gas fireplace. You will find vinyl wood plank flooring throughout with the exception of carpet in the bedrooms.

[Click Here](#) for more details.



8117 Carlee Court, Los Molinos

3 bed/2 bath home on 1 Acre: \$399,000

New Construction on a 1 acre lot! This quality custom has all of the bells and whistles. The open floor plan leads to a back patio where you can entertain large groups. There is a large kitchen island with bar stool seating, dining area with chandelier, stainless steel appliances, pantry, a gas stove, and gas fireplace. You will find vinyl wood plank flooring throughout with the exception of carpet in the bedrooms.

[Click Here](#) for more details.



429 Bay Tree Drive, Paradise

Vacant Residential Lot For Sale: \$96,000

Build your dream home on this 1 acre lot in Blue Oaks Terrace, a premium gated community in lower Paradise. No needed cleanup from the Camp Fire. Enjoy the views overlooking the Sacramento Valley and Butte Mountain range.

[Click Here](#) for more details.



2206 De Mille Road, Paradise

Large cleared ~1.5 acre lot with a long private driveway: \$89,000

Previous homesite to a 2000sf home and a large detached shop. Septic still in place and was visually inspected post Camp Fire. Many live, green trees still remain. Waiting for CalOES soil certification.

[Click Here](#) for more details.



996 E 1st Avenue, Chico

Vacant Commercial Lot: \$1,500

33,541 square foot lot. Land Lease at \$1500/month. This is a great corner lot at the intersection of E 1st Avenue and Sheridan. Possible Build To Suit- negotiable.

[Click Here](#) for more details.



116 W 2nd Street Suite 3

Commercial Lease: \$750

Charming professional office space located in the heart of downtown Chico at the highly desirable corner of 2nd and Main Streets. Two shared bathrooms, an outdoor patio, etc. The suite is 740 sqft.

[Click Here](#) for more details.

SOLD and LEASED!



9665 Teal Lane
Home on 1 acre
Durham, CA



329 Denali Drive
Home in Amber Grove
Chico, CA



4380 Tao Way
Home on 5 acres
Butte Valley, CA



4197 Wookey Road
Horse Facility on 80 acres
Chico, CA



6221 County Road 15
Home on 7 Acres
Orland, CA



6379 County Rd 200
Home and Lot
Orland, CA



22 New Dawn Circle
Home
Chico, CA



1310 East Street
Home
Orland, CA



25 Hemming Lane
Home
Chico, CA

About Ballou Company

Serving California's Real Estate Needs

Ballou Company was founded by Tara Anderson in 2012 and named after her father, Mike Ballou. Mr. Ballou is a real estate investor himself, which inspired Tara to get into the industry at a very young age.

At Ballou Company, our goal is to help you with your real estate needs. We help our clients buy and sell residential properties, commercial properties, equestrian estates, vacant land, commercial leasing, and more. Our mission is to meet and exceed your needs no matter how big, or how small, the transaction might be.

*We cater to the homeowner because we are homeowners;
we cater to the real estate investor because we are investors;
and we cater to the equestrian community because we are equestrians.*

We have clients throughout California and we have experience in all types of real estate. When it comes to real estate, we will be there with you every step of the way.

Meet the Owner

Tara Anderson, CEO and Owner/Broker



Tara Anderson was born and raised in Chico, California. She graduated from UC Irvine with a degree in Business Economics with Cum Laude Honors and Phi Beta Kappa Honors. Tara has extensive real estate investment knowledge and experience. Previously, she worked at various commercial real estate investment firms in Orange County selling non-traded REITs, TICs, and Private Placements in just about every real estate asset class. She became a Real Estate Broker in 2010 and shortly thereafter, she moved back to Chico and formed Ballou Company.

In addition to her real estate career, Tara has competed at the top levels of the equestrian sport, is very involved within the horse community, and her family owns Camelot Equestrian Park in Butte Valley, California. Tara is Secretary/Treasurer of Camelot Equestrian Park Foundation, a 501(c)3 nonprofit organization.

Tara lives in Chico with her wonderful husband and daughter. She has two horses and rides competitively throughout California.

Meet Our Newest Agent!

Caitlin Crete



Caitlin Crete was born and raised in Chico, CA and has a deep love and respect for her community. Some of her favorite activities include walking in lower Bidwell Park, and fishing on the Sacramento River. She is the daughter of two local Econ professors, which has helped her develop a unique understanding of the economic principles that drive and change the housing market. She grew up as a competitive Irish dancer. Caitlin would travel the north state competing and exploring as much as she could in the process. She has been able to explore and get to know many communities between the Bay Area and the Oregon border. She hopes to share a little bit of the love she has for Northern California with her future clients. After attending Chico State, Caitlin married her high school sweetheart Mike, and had two handsome sons, Michael and Colin. During this time her husband was able to achieve his dream of becoming an engineer with CalFire. Having a first responder in the family has created an undying respect for first responders and their families. She is dedicated to supporting them in any way she can. When her first son started school, Caitlin returned to work for a local insurance brokerage. While she loved it there, she knew her true passion lied within real estate. She had been dreaming of being a real estate agent since she was 16 years old, and decided that now was the time to jump in. Caitlin looks forward to supporting her clients and helping them achieve their dream of homeownership by giving them unprecedented customer service, dedication, and support during the homebuying process.

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Wants and Needs

From Our Clients

We have many clients who are looking for a particular type of real estate and aren't satisfied with what's currently on the market. If you have a piece of property that you're interested in selling (or leasing) please let us know!

- *Equestrian properties throughout California in all price ranges*
- *Ag land for farming and cows throughout California in all price ranges*
- *Larger lot (ideally 40+ acres) in Chico or Butte Valley*
- *Vacant Land for commercial development in Chico*
- *Residential Income properties in all price ranges throughout California*
- *5000-7000sf warehouse + office to purchase, preferably North Chico area*
- *Cattle grazing pasture in Northern California: 75+ acres with feed storage and corrals*
- *Commercial lot zoned for retail center on the south side of Chico*
- *House with 0.5+ acres in Chico, Durham, Nord, or Butte Valley under \$400k*
- *Class A Office and Retail properties to purchase throughout Butte County*
- *Storage facilities for sale in Chico and surrounding areas*
- *Commercial property to lease or purchase in Chico with over 10,000 square feet*
- *Gas stations in Butte County*
- *Fixer-upper houses for sale in Chico or Oroville*



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Although the information presented in this update has been obtained from reliable sources, Ballou Company does not guarantee its accuracy, and such information may be incomplete or inaccurate. The information contained herein has been obtained from sources we deem reliable. We do not, however, guarantee its accuracy. All information should be verified. Some data may not accurately represent the market, especially if there weren't enough transactions to give fair estimates.

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