

by Lori McIntosh

LUXURY HOMES • ACREAGE • FOOTHILL LIVING



My puppy Freya brings me squash growing in the manure pile. We call this the Field of Treasures.

My Auburn Market This Month

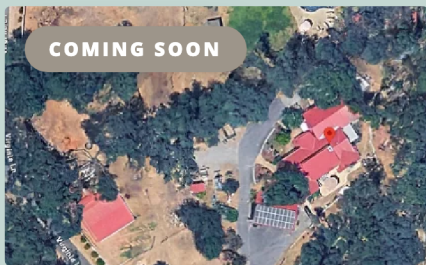
The median list price in Auburn is \$835,000, while new listings are coming on well below that at \$654,000. Inventory has tightened to 133 homes and the Market Action Index ticked up to 40, still a slight seller's advantage. Homes are averaging 90 days on market with a median of 70, and half of all listings have taken a price reduction. That spread between asking prices and what's actually selling is the story this month.

MEDIAN LIST PRICE	\$835,000
\$ / SQ FT	\$353
AVG DAYS ON MKT	90
MEDIAN DAYS ON MKT	70
INVENTORY	133
MARKET ACTION INDEX	40

My Auburn Take

The Auburn market remains active, but buyers are becoming more selective and pricing matters more than ever. Homes are sitting longer, half of all listings have taken a reduction, and the luxury end is where that shows up first — well-priced mid-market homes are still moving while higher-end properties wait. Sellers who hold firm and wait for the buyer who agrees with their number usually end up reducing six weeks in anyway. If you're thinking about selling, price it right the first week and let the market come to you.

— Lori



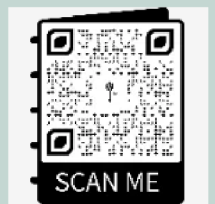
FEATURED LISTING

5945 Virginiatown Rd
Newcastle

3 Bed • 4 Bath 2,400 Sq Ft 2.5 Acres Pool

Price \$1.5M

Each bedroom with its own entrance. Huge barn/workshop, second barn for livestock, fully fenced with a private electric gate.



SCAN FOR MY HOME VALUE



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GUIDE REAL ESTATE **Forbes** GLOBAL PROPERTIES

(530) 613-5644

5.0 ★★★★★ 22 Google Reviews

This Month Around the Foothills

ENTERTAINMENT

Movies Under the Stars

Sat Sep 12 • 7:30 PM • School Park Preserve

Music on the Square

Fri Sep 11 & 18 • 6 PM • Downtown Square

Live Music at The Lounge

Saturday evenings • Downtown Auburn

Auburn Community Concert Band

Sun Sep 20 • 3 PM • Placer High Auditorium

SIP & SAVOR

Foothill Wine & Brewfest

Sat Sep 19 • 12-5 PM • ARD, 123 Recreation Dr

Friday Night Live at Rappé Vineyards

Fridays • 5 PM • Live music & estate wine

Friday Night Market

Fri Sep 11 & 25 • 5-8 PM • Downtown

Harvest Weekend at Casque Wines

Sat-Sun Sep 26-27 • Tasting room, Old Town

AUBURN STATE THEATRE

FernGully: The Last Rainforest

Sat Sep 5 • 8 PM • School Park Preserve • Free

Phenomenon (30th Anniversary)

Sat Sep 12 • 7:30 PM • Old Town Auburn • Free

Frémont Sierra Expedition

Fri Sep 18 • 7 PM • Crooked Lane Brewing • \$15

500 Days in the Wild

Thu Sep 24 • 7 PM • Odd Fellows Lodge • \$15

Off-site while the theatre is under restoration.
auburnstatetheatre.org

ART & CULTURE

Focus on Fiber: Art Quilts

Through Sep 30 • City Hall Gallery

First Friday Art Walk

Fri Sep 4 • 5-8 PM • Downtown Auburn

Handmade & Homegrown Market

Thu Sep 17 • 5-9 PM • Old Town Auburn

Gold Country Artists Gallery Show

Daily • 10 AM-5 PM • 1587 Lincoln Way

SAVE THE DATE

Harvest at the Fairgrounds

Sat Oct 3 • Gold Country Fairgrounds

Symphony & Art in the Park

Sat Sep 19 • Gates 5 PM • School Park Preserve • Free

Vintage & Antique Fair

Sun Sep 27 • 12-4 PM • Old Town Auburn

Auburn Home & Harvest Festival

Sat Oct 10 • Downtown Auburn

HOW WELL DO YOU KNOW THE FOOTHILLS?



Where was this photo taken?

Text Lori your answer at **530-613-5644** by September 20th. One correct entry will win a \$10 gift card to North Fork Chai Co.!

♥ Lori Loves Local

THIS MONTH'S FEATURED SPOT

North Fork Chai Co. • Newcastle



Tucked into a small center at the Newcastle exit, North Fork Chai started as a pop-up in 2017 and grew into a café. Siblings Chelsea and Joshua brew and bottle their own chai concentrate, which you have probably had at a coffee shop somewhere in Placer County without knowing it. Order a dirty chai on the patio.

northforkchaico.com

661 Newcastle Rd, Ste B, Newcastle
Tue-Sat • 7:30 AM-1 PM

Around the Foothills with Lori

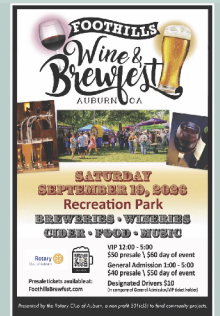
Most of my month has gone to Rotary. I serve our club as Club Service Director and on Public Image, and right now that means driving all over the foothills to line up wineries and breweries for our biggest fundraiser of the year: the Foothill Wine & Brewfest.

Saturday, September 19,

12 to 5 PM at

ARD, 123 Recreation Dr. Every ticket goes right back into local causes.

Find me at the gate and say hello.



THE REAL ESTATE MINUTE

The Fall Market Starts Now

If you're thinking of selling this fall, September is your prep month. Fall buyers are the serious ones, school is settled, and they want keys before the holidays. Use these last dry weeks of the season to clear defensible space, haul out the dead brush, dry grass, and debris piles since you can't burn right now. Knock out the small repairs, and start the pricing conversation. When the fall market opens, you're ready on day one instead of three weeks behind it.

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SECOND READ

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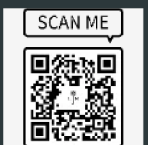
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