

THE DUNCAN DISPATCH

Jenny's Real Estate Journal

AUGUST 2016



July - All Packed Up

July was filled with some unforgettable moments. Between helping buyers and sellers take the next step, welcoming Sarah back to the team, and celebrating 30 years of marriage with Scott on an incredible trip to Italy, France, and Spain, it was a month we'll always remember.

Hi friends,

I'm so glad you're here! Each month, I'm pulling back the curtain and sharing real stories, reflections, and resources from our world in real estate — because home is about more than square footage.

Whether you're moving, staying, dreaming, or just curious, this space is for you.

Thanks for being part of my journey.

Let's make it meaningful. 🏠

- Jenny & The Duncan Real Estate Team

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The View From Here

Sometimes a change of scenery changes your perspective

While we were in Europe, it felt like every street had a story to tell. Around every corner was another beautiful building, charming neighborhood, or café where people linger just a little longer. It's the kind of place that reminds you to slow down and notice the little things.

But one of the best parts of traveling is coming home.

There's something reassuring about walking back through your own front door after you've been away. Everything is exactly where you left it, yet somehow it feels different. Not because your home has changed, but because you have. A little distance has a way of reminding you what you've had all along.

Celebrating 30 years of marriage with Scott gave me a chance to reflect, not just on where we've been, but on the life we've built together. It reminded me that the biggest milestones aren't made in a single moment. They're built over years of ordinary days that slowly become extraordinary memories.

I think that's why I love real estate so much.

Every family is in a different season of life. Some are just beginning their story. Others are making room for a new chapter. Whatever brings them to that moment, it's always about so much more than buying or selling a house. It's about creating a place where life's next memories get to unfold.

A house is never just a house. It's where birthdays are celebrated, traditions begin, children grow up, and friends become family. Long after someone forgets the paint color or the countertops, they'll remember the life they lived there.

Sometimes we're so focused on what's next that we forget to appreciate what's already around us.

Travel has a wonderful way of changing your perspective.

But sometimes, the most meaningful view is the one waiting for you when you come home. ❤️

No matter where life takes you, there's something special about coming home.



WELCOME BACK TO THE TEAM

Sarah Wittine

BUYER'S AGENT

Many of you may already know Sarah, and we're excited to officially welcome her back to The Duncan Real Estate Team! Sarah has been an important part of our team since 2020, first serving as our Transaction Coordinator before transitioning into a Buyer's Agent. After taking time away to welcome her children into the world, she's back and ready to help more families find home.

Sarah is known for her patient approach, honest communication, and genuine care for the people she serves. She believes real estate is about more than buying a house. It's about building relationships, earning trust, and helping clients feel confident every step of the way. Drawing on her experience behind the scenes and working directly with buyers, she understands what it takes to navigate today's market with confidence.

Outside of real estate, Sarah and her husband will celebrate 10 years of marriage this November. Together they're raising two little ones, ages 3 years and 8 months, who keep life wonderfully busy. When she's not helping clients, you'll likely find her at the library or playground with the kids, walking her two energetic dogs, curled up with a good book, or enjoying a board game or D&D night with family and friends.

Sarah is excited to be back doing what she loves, helping buyers through one of life's biggest milestones with patience, knowledge, and a friendly face. We're so happy to have her back on the team and can't wait for you to work with her.





Ask Jenny

Q: Zillow says my home is worth \$425,000... is that really what it's worth?

A: Online home value estimates can be a helpful starting point, but they're exactly that, **a starting point**. They rely on public records and algorithms, which means they can't account for your home's condition, upgrades, layout, or even the features that make it unique.

Two homes on the same street with the same square footage can have very different values depending on updates, lot location, floor plan, and buyer demand.

If you're simply curious, an online estimate is fine. But if you're making a decision to buy, sell, refinance, or tap into your equity, you'll want a more accurate picture.

That's where a Comparative Market Analysis (CMA) comes in. By looking at recent local sales and current market conditions, we can determine what buyers are actually paying for homes like yours, not just what an algorithm predicts.

MYTH

"Zillow knows exactly what my home is worth."

FACT

Online home values are estimates, not appraisals. In fact, Zillow openly publishes that its Zestimate has a **median error rate of about 2% for on-market homes and significantly higher for off-market homes**, meaning the estimate on your home could be off by thousands, or even tens of thousands, of dollars.



Jenny's Tip:

Curious what your home is worth in today's market? I'd be happy to provide a complimentary, no-obligation market analysis based on your home's unique features and recent local sales. ❤️

Thirty years deserves a little adventure.

Scott and I recently celebrated our 30th wedding anniversary with an unforgettable trip to Italy, France & Spain. We made memories we'll treasure forever, and it was the perfect reminder to slow down, soak it all in, and enjoy the moments that matter most. ❤️



Closing Thoughts from Jenny

As summer starts to wind down, I'm reminded how quickly the seasons change. Before long, routines will return, calendars will fill up, and the pace of life will pick back up.

If there's one thing this summer has reinforced for me so far it's that the moments we make time for today often become the memories we treasure tomorrow. Whether it's dinner with family, a weekend getaway, or simply sitting on the back patio at the end of a long day, those little moments have a way of becoming the big ones.

Thank you for inviting me to be part of so many of your stories. I hope you find a little time this month to slow down and appreciate the season you're in.

— Jenny

WHAT'S BEEN THE
HIGHLIGHT OF YOUR
SUMMER SO FAR?

✉ Reply to this email or tag me on Instagram

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Let's stay
connected!



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