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Owned and Operated



# The Best of Rocklin

Clover Valley | Sunset Heights | Rocklin High School

May 2019 Real Estate Market Report



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## Featured Listings by Jill Van Dusen



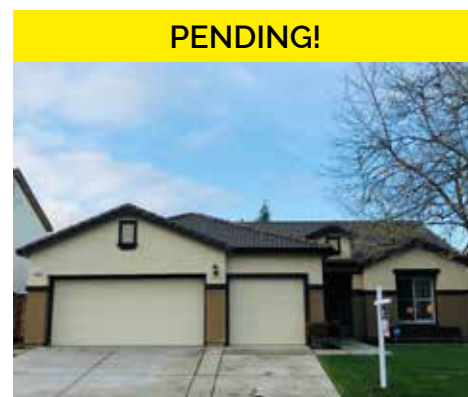
**SOLD BY JILL!**

5013 Midas Avenue, Rocklin 95677  
4 Beds, 3.0 Baths | 3,098 Est. Sq. Ft.  
Sold for \$576,000



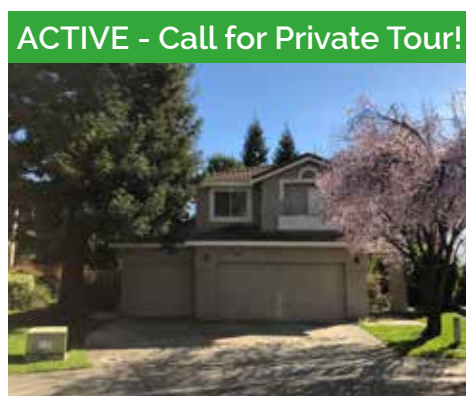
**SOLD BY JILL!**

1321 Grove Creek Way, Lincoln 95648  
3 Beds, 2.0 Baths | 1,550 Est. Sq. Ft.  
Sold for \$412,000



**PENDING!**

1840 Monterey Pines, Roseville 95747  
3 Beds, 2.0 Baths | 1,846 Est. Sq. Ft.  
Offered at \$484,000



**ACTIVE - Call for Private Tour!**

5005 Megan Court, Rocklin 95765  
4 Beds, 2.5 Baths | 1,715 Est. Sq. Ft.  
Offered at \$489,000



**COMING SOON!**

Coming Soon! Single Story in Rocklin  
3 Beds, 2.0 Baths | 1,805 Est. Sq. Ft.



**COMING SOON!**

Coming Soon! Single Story in Roseville  
3 Beds, 2.0 Baths | 1,921 Est. Sq. Ft.



Prepared Especially for Jonathan and Angela-Marie Williams

Dear Jonathan and Angela-Marie,  
For more information on my active listings, to schedule a private tour, or to have your home marketed in my monthly publication, which is mailed to hundreds of qualified buyers, **call me today at 916-765-5488.**



Presented by  
Jill Van Dusen

*VAN DUSEN Distinctive Homes*  
*Superior Service Every Time!*





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Compared to 2014, do you know home values in Rocklin have **increased by 28.9%**? Imagine if you purchased your home for \$425k. Today it could be worth \$547,825+. Wow, only in California. Second, if you compare our first quarter of 2019 to the first quarter of 2013, the price per square foot **increased by 48%**. For those of you thinking of selling or want to inquire about your home value, call me at 916.765.5488. I am honored to assist.

# The Best of Rocklin

*Clover Valley | Sunset Heights | Rocklin High School*

## Real Estate Market Report

**Jonathan and Angela-Marie,**

If you want to know what your home would sell for in today's market, contact me today at **916-765-5488**.

**There are 127 Homes Currently Listed in Rocklin**

Check your home value at [jillsellshomes.smarthomeprice.com](http://jillsellshomes.smarthomeprice.com)

### Rocklin Homes Sold in April, 2019

| Address                  | Sq. Ft. | List Price | Sold Price | Address                | Sq. Ft. | List Price | Sold Price | Address                 | Sq. Ft. | List Price | Sold Price |
|--------------------------|---------|------------|------------|------------------------|---------|------------|------------|-------------------------|---------|------------|------------|
| 2926 Twin Creeks Ln      | 1,319   | \$315,000  | \$336,000  | 4306 Reecer Dr         | 2,117   | \$464,474  | \$464,474  | 1117 Sedona St          | 2,552   | \$559,500  | \$559,500  |
| 4930 San Francisco St    | 810     | \$350,000  | \$342,500  | 3206 Camelot Dr        | 1,924   | \$484,800  | \$467,500  | 4844 Blaydon Rd         | 2,366   | \$563,000  | \$563,000  |
| 4406 Winners Cir         | 1,120   | \$345,000  | \$357,000  | 5516 Butte View Ct     | 1,769   | \$479,900  | \$473,250  | 5159 Wedgewood Way      | 2,660   | \$579,000  | \$575,000  |
| 4729 Racetrack Cir       | 1,149   | \$364,999  | \$375,000  | 840 Stage Stop Loop    | 1,676   | \$479,900  | \$477,000  | 4377 Newland Heights Dr | 3,190   | \$599,000  | \$575,000  |
| 4607 Tuttle Dr           | 1,113   | \$364,999  | \$375,000  | 3434 Portsmouth St     | 1,841   | \$469,000  | \$480,000  | 1895 Stageline Cir      | 3,080   | \$605,000  | \$575,000  |
| 5024 Charter Rd          | 1,302   | \$385,000  | \$380,000  | 2921 Fox Hill Dr       | 1,874   | \$475,000  | \$480,000  | 4904 Tiverton Ct        | 2,005   | \$580,000  | \$575,000  |
| 3535 Willard Way         | 1,427   | \$425,000  | \$390,000  | 3344 Sandalwood Rd     | 2,201   | \$489,000  | \$480,000  | 5013 Midas Ave          | 3,098   | \$574,000  | \$576,000  |
| 5516 Cabrillo Way        | 1,306   | \$385,000  | \$395,000  | 6511 Carlsbad Ct       | 2,032   | \$478,000  | \$480,000  | 5513 Snowbrush Dr       | 2,406   | \$589,000  | \$579,000  |
| 5917 Allan Dr            | 1,247   | \$399,000  | \$404,250  | 5644 Montclair Cir     | 1,835   | \$479,999  | \$485,000  | 2930 Cameron Dr         | 2,188   | \$595,000  | \$585,000  |
| 5522 Cabrillo Way        | 1,306   | \$405,000  | \$408,000  | 4426 Bonneville Cir    | 1,935   | \$490,000  | \$485,000  | 887 Old Ranch House Rd  | 2,492   | \$629,990  | \$599,500  |
| 5591 W Driftwood Ct      | 1,413   | \$395,000  | \$415,000  | 4322 Grand Prix Loop   | 1,545   | \$489,990  | \$489,990  | 5702 Nolana St          | 2,960   | \$599,900  | \$600,000  |
| 2115 Sterling Dr #21     | 2,068   | \$415,000  | \$418,000  | 1853 Talon Rd          | 2,187   | \$500,000  | \$492,000  | 5002 Clairmont Dr       | 2,923   | \$599,900  | \$605,000  |
| 6052 Kingwood Cir        | 1,878   | \$422,900  | \$420,000  | 2510 Buckeye Dr        | 2,124   | \$495,000  | \$495,000  | 3355 Majestic Ct        | 2,846   | \$589,000  | \$610,000  |
| 2825 Catalina Dr         | 2,004   | \$440,000  | \$420,000  | 5706 Jersey Dr         | 1,899   | \$475,000  | \$500,000  | 949 Browning Ln         | 3,023   | \$625,000  | \$615,000  |
| 5653 Miners Cir          | 1,725   | \$424,999  | \$424,000  | 4685 N Star St         | 1,658   | \$499,000  | \$503,500  | 6158 Frost Ridge Way    | 3,179   | \$600,000  | \$615,000  |
| 5056 Concord Rd          | 1,650   | \$434,900  | \$432,500  | 2680 Flintlock Ln      | 2,183   | \$489,000  | \$505,000  | 5702 Desert Mallow St   | 2,960   | \$667,000  | \$615,000  |
| 1659 Lion St             | 1,833   | \$432,950  | \$432,950  | 4029 W Aitken Dairy Rd | 2,070   | \$519,900  | \$510,000  | 2245 Ranch View Dr      | 2,419   | \$654,990  | \$630,000  |
| 2720 Lassen Way          | 1,608   | \$429,000  | \$435,000  | 6509 Cleveland Ct      | 2,007   | \$499,000  | \$511,500  | 2407 Galloping Trail Ct | 3,051   | \$639,999  | \$635,000  |
| 5655 Arrowhead Dr        | 1,529   | \$439,000  | \$437,500  | 5519 Tripp Way         | 2,304   | \$523,000  | \$523,000  | 2051 Camp Whitney Cir   | 2,868   | \$640,000  | \$640,000  |
| 3705 Abby Ct             | 2,068   | \$445,000  | \$440,000  | 5325 Swindon Rd        | 1,898   | \$525,000  | \$525,000  | 2143 Hanover Pl         | 2,661   | \$649,000  | \$659,000  |
| 2227 Pinnacles Dr        | 1,715   | \$435,000  | \$445,000  | 3405 Alpine Ct         | 1,854   | \$499,900  | \$526,000  | 3013 Western Way        | 3,117   | \$654,900  | \$660,000  |
| 5704 Pearl Dr            | 1,607   | \$439,000  | \$445,000  | 3204 Camelot Dr        | 2,366   | \$529,888  | \$529,888  | 835 Kali Pl             | 3,274   | \$686,000  | \$669,000  |
| 5313 Par Pl              | 1,781   | \$450,000  | \$447,000  | 3930 Oliveglen Ct      | 2,350   | \$515,000  | \$530,000  | 902 Hawks Feather Lane  | 3,205   | \$699,880  | \$680,000  |
| 2327 Pinnacles Dr        | 1,592   | \$429,500  | \$448,000  | 2308 Egret Ct          | 3,059   | \$544,900  | \$540,000  | 3885 Clover Valley Rd   | 1,943   | \$699,900  | \$699,900  |
| 5745 Balford Rd          | 2,289   | \$465,000  | \$450,000  | 1334 Orchid Ct         | 2,490   | \$548,689  | \$541,689  | 3527 Pleasant Creek Dr  | 3,212   | \$775,000  | \$770,000  |
| 3783 Coldwater Dr        | 1,698   | \$455,000  | \$455,000  | 5635 Darby Rd          | 2,624   | \$549,900  | \$549,900  | 5806 Tree Swallow Cir   | 2,564   | \$799,900  | \$795,000  |
| 2932 Avon Rd             | 1,889   | \$455,900  | \$455,900  | 4612 Odessa Ct         | 3,098   | \$540,000  | \$550,000  | 974 Dusty Stone Loop    | 3,015   | \$859,500  | \$840,000  |
| 4327 Newland Heights Dr. | 1,684   | \$475,000  | \$460,000  | 2209 Misty Hollow Dr   | 2,106   | \$560,000  | \$550,000  |                         |         |            |            |

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## DO YOU USE ZILLOW? IS YOUR HOME ACCURATELY VALUED? THERE ARE MANY PROS AND CONS OF ZILLOW FOR BOTH SELLERS AND BUYERS.

Zillow is a great tool to HELP provide a "Zestimate" of your home BUT many times it is not accurate, confusing the potential buyer or seller. As a Realtor, we cannot ignore Zillow. When meeting with clients, education about the website is key. Second, it is important to have an open conversation about the pros and cons of Zillow. Ultimately, the house is worth what a buyer will pay, and the estimate is completed by an appraiser who does NOT use Zillow. An appraiser uses MLS (Multiple Listing Service) only and will consider the market trends of appreciation or depreciation. Thankfully, our market continues to appreciate.

Why the confusion about Zillow and how does it work? Zillow is based on an algorithm. The Zestimate is calculated from public and user-submitted data, considering special features, location, and market conditions. Often, I have seen a user (the owner of a property), add in \$25k+ for their pool when an appraiser will generally value a pool at \$10k.

Pros: Listing exposure to millions of consumers. As a Realtor, I'm a member to Zillow. Since many buyers use this website, my listings will have direct exposure and allow additional marketing tools outside of our MLS.

Cons: Zillow's property valuation tool, Zestimate, is often inaccurate. This misleads buyers and sellers of the true value leaving consumers frustrated of the whole system. Second, homes "appear" to be listed when in fact, they are not.

Here is something you can try out for yourself. Go to Zillow.com and pull up your home address. Second, go to jillsellshomes.smarthomeprice.com and add your address. Are they providing the same value? Knowing your home and the features and benefits, how accurate do you think is your property value?

If you need assistance with adjustments, I can help you. Adding accurate details will help with the algorithm. Call or email me with your features and any updates. I will provide my professional opinion of the value, so in turn, we can accurately add your adjustment allowing the public to see the true market value vs. just a "Zestimate."

Call **916-765-5488** or email [jill@jillsellsrealestate.com](mailto:jill@jillsellsrealestate.com). Together let's set the record straight!

Jonathan and Angela-Marie,

Whether you are looking to sell now or in the future, be sure to check your home value by using [jillsellshomes.smarthomeprice.com](http://jillsellshomes.smarthomeprice.com)

## Rusty's Corner

### Interest Rates Fall!

In March 2019, the Federal Reserve (the "Fed") kept the target range for its benchmark interest rate, the federal funds rate, unchanged at 2.25%-2.50%. This was the first quarter since the Fed started raising interest rates in the third quarter of 2017 that the Fed has not increased rates. The Fed is also, now, signaling no more rate increases for the rest of 2019, which is a departure from the year-end 2018 forecast that anticipated two additional rate increases this year.

It was widely forecasted that the U.S. economy would continue to grow in 2019 at a solid, but slower pace compared to 2018 due to tightening financial conditions, slower growth abroad, particularly in Europe and China, and the unresolved policy issues of Brexit and the ongoing trade negotiations. However, the economy is softening more than previously projected in December 2018. The Fed reduced its forecast for 2019 GDP growth to 2.1% from 2.3% in December and increased its unemployment rate forecast to 3.7% from 3.5%.

The Fed has indicated that it considers the federal funds rate to, now, be at the bottom range of neutral, which is a rate that neither stimulates nor restrains the economy. As the market re-adjusts to tightening financial market conditions and a neutral interest rate environment, the Fed will take a patient, data-driven approach to assess future changes in policy.

All of this has caused a sudden and solid drop in interest rates. Mortgage rates for a 30-year loan have been in the low 4% range for April. Right now is an excellent time to refinance if you purchased your home in 2018. For those with plans to buy a home this summer, we have a "lock and shop" program for anyone that would like to secure their interest rate ahead of having a house to buy. Feel free to reach out to me with any questions as I would be happy to help you explore your options.



Rusty Mendoza, CMPS | Certified Mortgage Planner

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