

Jill Van Dusen's... The Real Estate Consultant
Rocklin

Better Homes and Gardens REAL ESTATE

RELIANCE PARTNERS



Insight Into Your Real Estate Market

June 2017

CURB APPEAL - OR "AS IS" CONDITION?

As a seller what do you think will get you the most value for your home in today's Sellers Market?

Are you contemplating getting your house ready to sell but don't have the time, the insight nor the resources to know how to make it sparkle and add curb appeal without damaging your pocket book? Or are you one to say, "Hey It's a Sellers market, I'm selling my property (or even investment property) in "As is Condition". We will be discussing both scenarios so you, as a seller, understand the differences and the financial impact.

First, how important is "staging" and "updating/maintaining" your property to sell? Imagine you are going to spend THOUSANDS OF DOLLARS to purchase a used car. The car dealership took some time and money to "spruce" it up and make it look meticulous and ready to put on the showroom floor. They didn't just take it from the previous owner and put it on the lot. They buffed out a few scratches, gave it a nice polish, and added new floor mats. This small investment will give the dealer more money in return. As a home owner getting ready to sell, you should be thinking the same way. Your home is now a "product" to sell and it needs to look fresh, maintained, and spruced up in order to get top dollar.

With your "busy" life this may all seem like a huge task list to tackle. This is where my team and I come in to assist and help every step of the way. The goal is to take as much off your plate so in turn you can begin packing and thinking of your next real estate move. Many times my clients don't know where to start whether it be from adding paint or adding granite to replace the old tile countertops. When I meet with my clients we go room to room and I make suggestions. From there we put a priority list together and I provide resources to help tackle the list.

Second, depending on the age of your home, it is imperative to do some up front maintenance work such as servicing the HVAC system, confirming all appliances work, complete a pre-listing home inspection and pest inspection. It's better to address items now than after you are in contract. When a buyer completes their own home inspection, the last thing they want is a laundry list of "maintenance" items. This creates "buyer's remorse". I can't emphasize enough to do the work and the "appeal" up front.

Here is an example of a recent success story. My client owned an investment property for 9 years. You can imagine after many years with tenants what needed to be repaired and/or upgraded in the home. After cleaning the property, adding curb appeal, paint, and updating the kitchen counters to granite (all work was under \$5k), she sold her home for \$26,000 more than just selling in "as is" condition.

What does "as is" condition really mean? First, California Residential Purchase offer shows standard language stating the home is selling in "as is" condition. Many home buyers don't read the fine print and they are in fact purchasing the property in "as is" condition though contingent on their due diligence of a home inspection and reviewing all the seller disclosures. If they

What do you want to know about the real estate market? I would love the opportunity to highlight the articles in the Real Estate Consultant newsletter with discussions based on the reader's interests. Submit your questions and ideas to Jill@JillSellsRealEstate.com. Your feedback is important!

don't like what they find and have to go back to renegotiate, this can create the buyer falling out of contract and the seller is back on the market.

This can all be avoided with a little homework before listing your home. Why not attract the right buyer and get as much equity out of your home as possible? Whether you are looking to accomplish this now or in the future, I'm more than happy to provide a free market analysis and discuss with you what needs to be done to get your home ready to sell. Together we can make it shine without a lot of costs and time for you.

Check your home value today! Get your free home analysis at JillSellsHomes.SmartHomePrice.com

VAN DUSEN DISTINCTIVE HOMES ACTIVITY
Sales are NOT slowing down...This could be you!

JUST SOLD!



5017 Bonny Kaye Court
3 beds 2 bath 1,367 sq ft



6517 Jackson Court
3 bed 2 bath 2,007 sq ft

PENDING!



831 Concerto Glen
3 beds 3 baths 1,725 sq ft



1740 Fontenay Way
4 beds 3 bath 2,268 sq ft

COMING SOON!



1307 Milano Drive #3
2 beds 2 baths 1,633 sq ft



Clover Valley - Single Story on 1/2 acre. For more info or even a sneak peek call Jill!

Better Homes and Gardens Real Estate can now be followed on Pinterest. Follow us and enjoy today's style and interior ideas.

<https://www.pinterest.com/bhgrealstate/pins/>



For more information on listing your home, please contact Jill Van Dusen at 916.765.5488 email jill@jillsellsrealestate.com

The Real Estate Consultant

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Life isn't about finding yourself. Life is about creating yourself.
George Bernard Shaw

ROCKLIN NEIGHBOR
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And... SEE WHAT'S INSIDE:

- ◆ Curb Appeal or "As Is"?
- ◆ Free Home Analysis
- ◆ Team Jill Activity



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If your property is now listed with a REALTOR® please disregard this offer, as it is not our intent to solicit the offerings of other REALTORS®.

Rocklin Properties Sold, MLS Data May 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
3032 Crestwood Way	337000	337500	1349	5226 Silver Peak Ln	750000	742500	2591	5956 Tanus Cir	519999	515000	2500
4803 Holden Dr	372982	395928	1747	501 Horizon Cv	196888	196888	754	4499 Winners Cir	337000	330000	1204
4801 Holden Dr	406470	423451	2240	6595 Woodcrest Ct	335000	338000	1315	1028 Boardwalk Way #110	275000	275000	1083
4807 Holden Dr	371945	381066	1788	5067 Midas Ave	559000	555000	3098	4540 N Star St	399000	415000	1625
4813 Holden Dr	399911	411825	2240	2908 Beachcomber Dr #2064	249900	248000	1193	5404 Casa Grande Ave	389900	390500	1290
4805 Holden Dr	416792	421756	2130	4326 Newland Heights Dr	439000	390000	1420	3411 Summerfield Dr	447500	442500	2603
2405 Trail Dust Ln	584000	573000	3235	5612 Grand View Ct	428800	428800	2039	3228 Westwood Dr	350000	360000	1346
4811 Holden Dr	373445	386751	1747	6208 Canvasback Ct	519000	530000	2700	4420 Vivian Way	539900	550000	2660
4809 Holden Dr	431616	431734	2240	2835 Catalina Dr	421000	416500	1667	5755 Casa Grande	327900	325000	1050
4815 Holden Dr	395786	437653	2117	2208 Wild Plains Cir	825000	815000	4695	3803 Heather Ct	689000	711000	3750
5722 Jersey Dr	498000	490000	2649	5215 Levison Way	440000	443000	2401	3015 Beachcomber Dr #1060	233000	233000	1087
2197 Ranch View Dr	632725	610000	2726	4401 Longview Dr	899000	900000	4456	5709 Balfor Rd	459900	459900	2289
2201 Ranch View Dr	549777	551448	2107	3415 Meadow Way	390000	395000	1724	4826 Echo Ridge Rd	569000	575000	2517
6126 Preston Cir	349900	355000	2171	4617 Durham Rd	429900	424500	1853	6568 Turnstone Way	510000	505000	2156
6509 SwallowsviewCt	529900	515000	2148	1601 Redmond Dr	602990	602950	3550	3807 Sweetwater Dr	559000	564000	2472
2130 Sterling Dr #56	438500	433000	2068	2217 Pinnacles Dr	371000	355000	1487	5029 Southside Ranch Rd	559000	543830	2503
4505 Stebbing Ct	698000	694000	3173	2943 Corral Ct	489500	510000	2000	1240 WHITNEY RANCH #314	165000	162500	898
3791 Coldwater Dr	399900	395000	1650	4709 Grenada Ct	527900	533900	2500	4340 Newland Heights Dr	459000	459000	1840
2192 Ranch View Dr	594000	580000	3235	2600 Rachel Ct	449900	440000	2032	2146 Hannah Way	445000	462000	2485
2409 Trail Dust Ln	620000	605000	3471	6517 Jackson Court	458000	465000	2007	5575 Avila Ct	328000	335000	1336
1845 Sorrell Cir	798000	790000	4990	2803 Isle St	359900	359900	1343	6006 Marlee Ct	274950	292000	1181
6900 Fordham Ct	699000	689000	3173	5334 Thunder Ridge Cir	539000	525000	2543	1204 Regina St	450000	460000	1877
4531 Shenandoah Rd	599000	599000	2395	7014 Pembroke Way	684950	660000	2555	1221 Whitney Rnch Pky #1126	183000	183000	1050
2949 Fox Hill Dr	499900	500000	2602	3900 Chelsea Ct	439000	455000	1924	3770 Argonaut Ave	489000	500000	2005
6412 Puffin Ct	629000	600000	2850	6469 Cormorant Cir	530000	535000	3000	5711 Glen Elynn Ct	439500	438000	1959
304 Beachcomber Dr #2008	225000	241000	1087	6452 Cormorant Cir	465000	460000	2045	5805 Ryan Taylor Dr	485000	468000	2035
951 Browning Ln	529900	539900	2992	5443 Havenhurst Cir	385000	387500	1637	3401 Cobblestone Dr	389000	379000	1501
3300 Copper Ct	719000	719000	2456	1181 Whitney Rnch Pky #714	175000	170000	898	2606 Zephyr Cove	234000	243000	1028
1648 Abilene Cir	479000	485000	2543	4612 Lemonhill Dr	489000	487000	2060	3107 Strand Rd	468000	479000	2296
700 Gentle Breeze Way	565360	540000	2107	5544 Tripp Way	544500	538000	2974	1941 Mckinley St	417000	417000	1610
5878 Devon Dr	484450	484450	2600	4507 Pheasant Ln	544777	538000	2602	2351 Canary Ct	449999	450000	2179
816 Baronial Ln	499990	499990	2000	2503 Spring Ct	489950	480000	1976	3630 Woodglade Ct	415000	420000	1702
5905 Kingwood Cir	275000	275000	1333	574950	574950	560000	2616	3300 Sandalwood Rd	437800	450000	1988
3955 Clover Valley Rd	689000	705000	2457	2910 Twin Creeks Ln	350000	350000	1556	3615 Mountain View Dr	450000	450000	1855
4959 Charter Rd 95765	539000	525000	2557	3424 Kensington Ct	449000	440000	2068	4310 Sandhurst Way	549900	565000	2012
2552 Creek Hollow Rd	599000	587300	3235	6619 Escallonia Way	485000	495000	2633	5702 Darby Rd	429000	433000	1903
4907 Moonshadow Ct	675000	703000	2660	3011 Fox Hill Dr	629900	622500	3020	5820 Pebble Creek Dr	429000	429000	2124
4538 Shenandoah Rd	579000	579000	2709	5845 Zion Ct	324888	330000	1245	2300 Spanish Trl	399900	452000	1855
2509 Anvil Ct	582500	582500	3250	1181 Stefanie Ct	392000	405000	1523	2257 Wild Plains Cir	719900	730000	4213
5344 Delta Ct	435000	435000	2091	5625 Bolton Way	369900	375000	1694	2220 Mark Ct	389000	389000	1326
3308 Rill Ct	419900	419900	1890	1607 Kentucky Way #52	349000	354000	1658	5704 Bluffs Dr	399000	420000	1584
6020 Rock Saddle Way	725000	725000	2751	4859 Blaydon	530000	530000	2838	6550 Pinebrook Way	370000	380000	1560
1410 Redwood Dr	494950	485000	2859	4618 Longview Dr	565000	580000	2172	6110 Preston Cir	438000	450000	2171
5500 Sage Dr	529900	520000	2751	4581 Longview Dr	654990	650000	2454	4443 White Oak Ct	309900	313000	1523
3555 Woodglade Ct	345900	346000	1236								

For a tour of any new listings including REO properties, please contact Jill Van Dusen 916.765.5488 or email jill@jillsellsrealestate.com BRE #01721219