



April 2018

Insight Into Your Real Estate Market ATTENTION HOMEOWNERS!

Are you still on the fence as to whether or not you want to sell your home? Before answering the question, have you asked yourself the following: What are my real estate goals? In this stage of my life, what do I want to do and where do I want to live? What is my perfect world scenario?

Well as you go through your personal goals and weigh out the pros and cons, here are a few items to consider:

- ◆ Months of inventory is at 1.8 months. There is little inventory for the number of people who are looking to purchase in our area.
- ◆ **Home values have appreciated over 30% since 2013. The majority of homeowners in our community have a "vault" full of equity sitting in the "value" of their home vs. actually in their own personal wallet. Turn the value of your home to big \$\$\$ in your pocket.**
- ◆ People are rapidly moving from the Bay Area and are continuing to push up home values.
- ◆ You can sell your property contingent on you finding a replacement property
- ◆ After escrow closes, buyers are often allowing sellers to "stay in possession" providing up to a 30-day free rent back. Sweet!!!

If you are having conversations about selling or just beginning the thought process of your next real estate move, please don't hesitate to reach out. I would be honored to sit with you and go over your goals and in addition provide a free market analysis of your home. Many of us who have lived in the community 20+ years have great memories in our homes. Selling a home is not always based on one's financial goals, but also can be very emotional. I'm there with you. My home in Sunset Heights in Rocklin has appreciated since my purchase in 2002. My son grew up in our home and I'm having these same conversations! This is a major decision to make. The question is....do you make this decision now while **the market is on your side** or do you wait? But then again...what are you waiting for and why? This is the personal question you can only answer though I can assist with guiding you through your pros and cons. I look forward to hearing from you.

ATTENTION HOME BUYERS: Resale and New Construction

In today's market, it is not so easy to just walk into an open house and say, "I'll buy it". Well you can, but how many others touring the same open house are saying the same thing?

I can't reiterate enough how important it is to sit down with a Realtor® and understand how to purchase a home in today's market and what to expect if you are purchasing a resale home or **new construction**.

Yes, **new construction**. Did you know you can have representation when you purchase a new home? And guess what? **Agent representation is free to You!!**

Today's real estate market, loan guidelines and expectations have changed. Understanding and getting as much information as possible is key to your financial investment and to get the home you desire!!

Whether you are looking to purchase a **resale home or new construction** I can guide you through the following items:

- ◆ How to get your offer accepted in today's real estate market.
- ◆ Understanding the real estate process that "yesterday" is not "today".
- ◆ What type of loan programs are available that fits your financial goals?
- ◆ Loan guidelines have changed to protect the consumer. How will it affect you and what can you expect with the strict guidelines?
- ◆ Homes are appreciating and continuing to rise.
- ◆ Your past experience from a short sale or foreclosure preventing you to make the American Dream real again.

On another note...are you interested in **New Construction**?

Have you walked into a new home construction community without representation? Many home buyers did not realize they can have a Realtor® represent them when they are purchasing a newly constructed home. The builder has representation, so can You!! Working directly with the builder's representation, otherwise known as the "employee", will not save you money. You don't get a "better" deal. Even though you are buying new construction having **FREE representation** is a benefit to you. Hire an expert that knows the community, the builder's representation, and knows the questions to ask the new home builder!!! **For years, I have worked with the new home builders in our area.** As a representative to a buyer I can hold your hand through the process and guide you.

Ask yourself this:

Would you purchase a resale home without representation? Do you know the current laws the new home builders must adhere to? What is the difference between a 1-year warranty vs. a required 10-year warranty.

Purchasing a home is a big investment. Having your ducks in a row and questions answered can help guide you to make that right decision at the right time. It would be an honor to assist you while you begin your home buying journey. For further information for resale homes or tours of new homes, call Jill today at 916.765.5488.

If you are looking for new construction, the new home builder will require you to be with your Realtor on your first visit. Don't just walk in alone.

If you are a home buyer and need help on "how to get your offer accepted" in today's multiple offer world, I can assist you. Please call me at 916.765.5488 or email: jill@jillsellsrealestate.com

The Real Estate Consultant

Jill Van Dusen

PRSTD STD
US POSTAGE PAID
PERMIT #157
ROSEVILLE, CA

Keller Williams
548 Gibson Drive #200
Roseville, CA 95678

Jill Van Dusen
BRE #01721219
916.765.5488
jill@jillsellsrealestate.com
www.jillsellsrealestate.com

ROCKLIN NEIGHBOR
95765- R005



And... SEE WHAT'S INSIDE:

◆ **Attention Homeowners!**

COMING SOON!



2301 Pioneer Way
3 Bed 3 Bath 2,639 sq ft
Call For Price!

Like Us on Facebook to See Upcoming Listings!
www.facebook.com/vandusendistinctivehomes



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 March 2018

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
3830 Fenway Cir	639990	639990	3092	2077 Archer Cir	449900	450000	2202	6075 Rustic Hills Dr	435900	475000	2400
4850 Holden Dr	423381	423705	1788	3010 Beachcomber Dr	199900	202000	755	6590 Carlsbad Ct	485000	485000	2032
3630 Augustine Ct	497900	495000	2103	2225 Solitude Way	525000	524000	2752	3620 Brighton Ct	369000	369000	1206
3620 Augustine Ct	498900	498900	2267	6232 Lonetree Blvd	330000	325000	1307	5905 Allan Dr	384000	407000	1461
1054 Bridlewood Dr	458500	458500	1966	4301 Circuit Dr	339500	339500	1386	6266 Lonetree Blvd	329000	329000	1307
839 Stage	429990	429990	1432	3514 Marlee Way	495000	520000	1904	2139 Collet Quarry Dr	417000	420000	1650
3712 Abby Ct	417500	415000	2068	2221 Mark Ct	479900	495000	1870	4405 Midas Ave	390000	389000	2041
2178 Red Setter Rd	625000	625000	3830	2822 Hillcrest Rd	639900	639900	3008	3323 Stanford Village Ct	480000	480000	1769
4703 Adam Ct	575000	575000	2580	6425 Brant Way	475000	489000	2007	4667 Tuttle Dr	339000	355000	1163
5637 Saratoga Cir	549950	540000	3059	4117 Tahoe Vista Dr	460000	460000	1698	2703 Zephyr Cove	265000	265000	1087
1811 Sorrell Cir	775000	775000	4532	2710 Zephyr Cove	289000	279000	1193	3138 Westwood Dr	349900	350000	1221
5511 Snowbrush Dr	590000	580000	3447	2733 Fleet Cir	455000	467500	2032	5456 Butano Way	425000	406000	1545
6304 Moonstone Dr	529000	525000	2759	4737 Racetrack Cir	350000	350000	1250	3844 Coldwater	599000	600000	1781
4850 High St	364900	355000	1148	876 Calico Dr	575999	590000	2404	5660 Black Willow St	559800	559000	2300
2033 Cassia Way	699000	699000	3431	3601 Clover Valley Rd	841500	841500	4176	2516 Anvil Ct	685000	700000	3250
5104 Charter Ct	435000	435000	1302	5228 Levison Way	515000	512000	2401	6202 Cameo Dr	525000	540000	2509
2147 Sterling Dr	468000	462000	2277	4437 Greenbrae Rd	836699	825000	3104	5863 Devon Dr	629900	627000	3201
2254 Ranch View Dr	534990	534990	2492	2415 S Whitney	240000	255000	1000	2704 Fleet Cir	483850	490000	2032
5920 Willownd Dr	419000	420000	1952	716 Gray Dawn Dr	641546	635000	3471	4830 Blaydon Rd	445500	445900	1747
4372 Newland Hgths Dr	525000	515000	2142	4830 Hartwick Rd	440000	440000	1434	4279 Rawhide Rd	750000	750000	2378
1910 Sanderling	599900	589000	3384	6716 Magnolia Way	417500	415000	1526	5390 3rd St	369000	369000	1452
2615 Catalina Ct	419000	407000	1340	6618 Clapper Rail Ct	579900	579900	3026	1211 Regina St	535000	536500	2552
3011 Western Way	639800	629000	2899	4709 Racetrack Cir	349000	338000	1156	3303 Stanford Village Ct	477900	475500	2039
2106 Collet Ct	497000	497000	2046	3055 Hickory Way	349000	350000	1485	5485 Paragon	425000	425000	1772
3111 Sceptre Dr	545000	528000	2662	2822 Springfield Dr	525000	526500	1960	4714 El Cid Ct	359000	359000	1683
2252 Ranch View Dr	450000	451000	1609	6510 Hoover Ct	465000	475000	2007	4790 Greenbrae Rd	450000	415000	876
4505 Hood Rd	689000	685000	3320	6379 Edgewood Way	389900	379000	1560	826 Kali Pl	725000	715000	3744
2816 Balfor Ct	499000	520000	2178	2325 Rebecca Ct	424999	425000	1633	6260 Brookshire Dr	849000	849000	3151
1633 Monroe Way	509000	500000	2443								