

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



RELIANCE PARTNERS



Insight Into Your Real Estate Market

April 2017

STOP! YOUR OPINIONS & SUGGESTIONS ARE IMPORTANT!

The Real Estate Consultant was created for you! As a reader, let me know the Real Estate topics that are of interest to you.

And of course... for your time and to show appreciation for your feedback there is always a prize. Those who send ideas and suggestions, to teamjill@ymail.com will be entered to win a \$50.00 gift certificate to Primo Pizza, our local restaurant here in Rocklin. Winners will be announced in our June, 2017 issue.

Now let's get down into the topic of real estate!

Are you on the fence as to whether you should sell now or later? First, let's take a look at the definition of investment: "An investment is a monetary asset purchased with the idea that the asset will provide income in the future or will be sold at a higher price for profit."

How long have you been on the fence as to whether you should sell your property or wait? What are you waiting for and have you set a time frame? Have you written down your list of priorities based on your current and future goals? There may be good reasons to wait or are you just "gambling" to see how much the market will appreciate?

Remember back in the day when we were selling at an aggressive all time high and than BAM, the market dropped! Instead of chasing the market up, sellers found themselves in a position to sell much lower than anticipated or settle back into their home due to missing the opportunity to sell. The equity decreased so quickly and rapid! While you are on the "fence" to sell now or later, don't let the market make your decision, keep the control in your hands and YOU make the decision. Back in 2006, sellers lost their decision making power. I'm sure those who were waiting (gambling), and lost out said, "I should've sold when the market was hot". Often times we don't know how hot it can get until it is over!

Attention Investors: You purchased at the "right" time and now the question for you: When do you sell? Again asking the same questions as a home owner. What are my financial investment goals? Do I want to continue to manage a property here or perhaps elsewhere by doing a 1031 exchange? Your decisions are dependent on your current situation and how you want to design YOUR future. You invest so in turn you can sell at the height of the market.

Homeowners and investors: Whether you are looking to sell now or

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!

in the future, gather your facts. Yes, you have purchased in the past and have gone through the experience, though times have changed and so has our technology.

It would be an honor to meet with you, discuss your situation, your future goals and together let's create a customized plan for you. We can take advantage of today's innovation of technology to attract the "right" buyer to your home squeezing as much equity as possible due to our current state of the market. One change in the interest rate or any global impacts can create a change in the market.

Please don't hesitate to reach out for a free face to face meeting reviewing your goals, the value of your property, and a custom marketing strategy. I can be reached anytime at 916.765.5488 or jill@jillsellsrealestate.com

Check your home value today! Get your free home analysis at JillSellsHomes.SmartHomePrice.com or call Jill Van Dusen at 916.765.5488

VAN DUSEN DISTINCTIVE HOMES ACTIVITY
Sales Are not Slowing Down...This Could Be You!

JUST SOLD!



6019 Marlee Court
3 bed/2 ba - 1,381 sq. ft.
4 OFFERS!

PENDING!



6517 Jackson Court
3 bed 2 bath 2,007 sq ft
5 OFFERS!

COMING SOON!



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

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/bhgreaalestate/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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*"To accomplish great things, we must not only act, but also dream;
not only plan, but also believe." – Anatole France*

ROCKLIN NEIGHBOR
95765– R005



And... SEE WHAT'S INSIDE:

- ◆ **Your Opinion is Important!**
- ◆ **Team Jill Activity**



PacificUnionFinancial LLC
YOUR INTERESTS ARE COVERED

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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 March 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
5515 Avila Ct	320000	305000	1611	5491 5th St	445200	445000	1810	5519 Butte View Ct	399999	400000	1976
1001 Georgetown Way	515990	515990	2265	6557 Powder Ridge	428691	417000	2184	1620 Peninsula Ct	584000	585000	2885
2548 Creek Hollow Rd	574000	557300	3235	5229 Levison Way	425000	417000	2068	5525 Avila Ct	355000	365000	1512
924 Wilderness Way	569950	563000	3438	2003 Silver Mountain Ct	400000	405000	1650	6511 Everglades Ct	379900	382000	1610
3134 Strand Rd	379900	361000	2124	6530 Hearthstone Cir #632	236999	242000	1230	5405 Sage Ct	429900	420000	1735
1550 Syracuse Dr	638500	638000	3341	4015 Burchard Way	468926	468926	2401	1904 Hillock Ct	380000	385000	1408
946 Old Ranch House Rd	789990	789990	3857	5521 Cabrillo Way	400000	387500	1667	4115 Secret Ravine Way	417500	418000	1662
3720 Clover Valley Rd	680000	665000	2781	4410 MIDAS Ave	359900	360000	1396	5330 Brookfield Cir	489900	495000	2564
2175 Ranch View Dr	510000	510000	2548	879 Spotted Pony Ln	534000	534000	3289	6625 Star Vista Ln	545000	545000	2005
5669 Black Willow St	525000	525000	2960	6041 Barn Swallow Court	479500	461250	2696	910 Aubree Ln	549950	553000	3289
2030 Shady Trail Ln	1028000	1E+06	3756	2901 Sitka Ct	634900	634000	2907	4551 Mountaingate Dr	648888	662888	2881
5111 Aktis Ct	589900	585000	3158	5606 Montero Ct	470000	470000	2426	2827 Augusta	415750	433500	1905
2170 Split Rail Ct	529000	529000	2868	2735 S Whitney	269000	269000	1335	1210 Whitney Ranch Pky #511	185000	186000	1066
2704 Stampede Ct	409000	400000	1954	3433 Cloudcroft Ct	519900	520000	2731	2825 Springfield Dr	448900	450000	1984
2238 Ranch View Dr	424990	424990	1618	5934 Blackstone Dr	419000	420600	2281	4122 Tahoe Vista Dr	439000	430000	1986
6115 Northern Lights Way	435000	435000	1855	6011 Barn Swallow Ct	549500	550000	4030	2303 Amber Falls Dr	485000	490000	2495
805 Calico Dr	557000	547000	2561	3326 Zircon Dr	450000	440000	2603	3233 Outlook Dr	450000	455000	2201
4701 Tree Swallow Cir #40	823897	769900	3872	6520 Hearthstone Cir #434	185000	180000	816	4412 White Oak Ct	359000	362000	1629
2339 Clubhouse Dr	615000	600000	3083	2349 Clubhouse Drive	765000	745000	3607	5620 Terrace Dr	349000	360000	1417
704 Gentle Breeze Way	599000	565000	2958	1941 Hunter Dr	449900	450000	1806	5014 Clairmont Dr	445000	435000	1835
2338 Amber Falls Dr	420000	405000	1855	5635 Grand View Ct	410000	392500	1900	201 Beachcomber Dr	194500	194500	754
808 Berry Creek Dr	499990	499990	2359	2545 S Whitney Blvd	240000	246000	1000	3130 Strand Rd	459000	486000	2485
2705 Lassen Way	350000	320000	1427	4715 Corona Cir	449000	455000	1843	2944 Corral Ct	649999	650000	2537
4609 Chelsea Pl	400000	428000	1693	3460 Cobblestone	399950	399950	1712	1738 Poppy Dr	375000	380000	1326
5330 Eddy Ct	460000	453000	1951	5315 Swindon Road	460000	460000	1840	6520 Hearthstone Cir #421	245500	244000	1105
1638 Poppy Cir	415000	420888	1876	412 Beachcomber Dr #2024	239500	248000	1193	2606 Deerwood Ct	462500	462500	1986
3330 Black Oak Drive	699000	699000	2614	2117 Caroline Ct	599000	609000	2918	5105 Whitney Blvd	410000	410000	1736
5544 W Sunwood Ct	399500	405000	1777	5807 Fleet Ct	465000	474000	2335	6500 Upland Ct	665000	670000	2454
3907 Deergrass Cir	479000	465000	2300	6019 Marlee Ct	275000	293000	1381	2321 Benjamin Ct	409000	415000	1635
1119 Sedona St	525000	515000	2552	5509 Butte View Ct	384900	387000	1626	6617 Escallonia Way	445500	445500	1775
6236 Flamingo Way	399000	411000	1526	6507 Timberline Way	498800	500000	2584				