

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



*Insight Into Your Real Estate Market*

February 2017

**SELLERS MARKET? YES!!**

**With low inventory in Rocklin, the sellers market is flourishing with MULTIPLE OFFERS! THIS CAN BE YOU!**

How can you take advantage of this opportunity?

Whether you are downsizing, upsizing, or an empty nester looking to sell your home, don't wait!! Appreciation is on the rise in Rocklin and many of our home buyers are facing multiple offers situations, in turn having to put their best foot forward so the seller chooses their offer!

As a seller, how do you benefit and what will it take to squeeze out as much equity as possible so you can move forward with your next housing investment?

First, Rocklin is a sought out community, not just for those who already live here and want to stay here, we are seeing many "transplants" from the Bay Area. The job market in San Francisco, San Jose and the East Bay continues to increase and so does the expense of purchasing a home. The prices are pushing out many potential home buyers, though those people need to have their jobs. We are back to seeing the "transplants" commuting from our area with one parent staying home. Also, the benefits of today's technology allow many people the opportunity to telecommute.

Let's take a look at statistics as to why we are in a "Sellers" market.

- ◆ Within the last year, Rocklin listings have decreased by 11.3%. With low interest rates the buyer demand has increased. The supply is short, and the demand continues to grow.
- ◆ The average price per sq. ft. in Rocklin shows a recent increase of 3.3%.
- ◆ Only 1.1 months of inventory. Right now there are only 84 single family residence homes on the market in Rocklin. It will take only 1.1 months to wipe out the inventory.
- ◆ Buyer demand is considered abnormally strong for the off-season due to low inventory and a possible increase of mortgage rates giving buyers a sense of urgency.
- ◆ Lack of supply due to demand = increased prices!

It sure has been a cold winter and many home sellers are waiting for beautiful Spring to list their home. **Sellers are waiting, buyers are not!!** Don't wait for increased competition. Buyers want to buy now!!! Everyday they are looking. Active listings are being toured with potential home buyers, rain or shine.

Whether you are thinking to sell or buy, it isn't too early to begin those discussions and your options. The market is changing daily and it is important to know the facts so in turn you can make the best decision and be comfortable.

To discuss a strong and aggressive marketing plan, timing, preparation, and how you as a seller can pull as much equity out of your home as possible with multiple offers, call Jill Van Dusen today at 916.765.5488 or email: [jill@jillsellsrealestate.com](mailto:jill@jillsellsrealestate.com)

Check your home value today! Get your free home analysis at [JillSellsHomes.SmartHomePrice.com](http://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!**



325 9th Street  
3 bed/3 ba - 1,908 sq. ft.  
\$2,125,000



1618 Avenida Oceano  
5 bed/3 ba—2,096 sq. ft.  
\$525,000

**PENDING!**



1511 Olympic Circle  
4 bed/3 ba - 2,569 sq. ft.  
\$499,000

**COMING SOON!**



6019 Marlee Court  
3 bed/2 ba - 1,381 sq. ft.  
**Call For List Price!**

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](mailto:Jill@JillSellsRealEstate.com). Your feedback is important!

# The Real Estate Consultant

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*"Be the change that you wish to see in the world."*  
— Mahatma Gandhi



## And... SEE WHAT'S INSIDE:

- ◆ Sellers Market? Yes!
- ◆ Team Jill Activity



**PacificUnionFinancial** LLC  
YOUR INTERESTS ARE COVERED

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## ROCKLIN NEIGHBOR 95677- C003

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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 January 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
951 Old Ranch House Rd	794990	817535	4003	3987 Coldwater Dr	348999	346000	1202
1506 Syracuse Dr	629990	629990	3857	3000 Duchess Ct	515000	505000	3066
800 Berry Creek Dr	496990	496990	2359	5610 Terrace Dr	369000	362000	1614
1611 Redmond Dr	665990	665990	4000	1230 Whitney Rnch Pkwy #432	165000	164000	898
1609 Redmond Dr	649990	663665	3857	3537 Broadstone Ct	549900	549900	3317
4307 Newland Heights Dr	419500	412500	1684	5400 Casa Grande Ave	382500	383000	1290
952 old ranch house Rd	789990	789990	3764	4718 El Cid Ct	275000	270000	1238
1625 Poppy Cir	377000	382000	1691	6416 Emerald Dr	386000	386000	1425
4378 Pebble Beach Rd	884000	830000	4331	5730 Casa Grande Ave	381000	380000	1552
1250 Whitney Rnch Pky #226	174900	174000	1050	4600 Ryan Ct	489000	482000	2378
3061 Springview Meadows Dr	309950	305000	1336	5493 Butano Way	365000	335000	1288
2346 Pinnacles Dr	340000	325000	1677	5345 Wesley Rd	599000	599000	3411
3824 Coldwater Dr	549900	518000	1944	936 Anvil Cir	645000	645000	3624
4025 Silver St	574950	575000	2818	3712 Abby Ct	392100	390000	2068
4100 Paige Ct	339700	329900	1526	814 Spur Ct	550000	555000	2852
1727 Poppy Drive Dr	434900	434900	1523	5456 Havenhurst Cir	374500	370000	1510
3250 Black Oak Dr	698000	689800	3808	2388 Clubhouse Dr	829900	829900	5005
2515 Spring Ct	339950	320000	1646	816 Kali Pl	689000	690000	3906
6149 Woodside Drive	329000	325000	1233	1921 Hillock Ct	428999	429000	1893
5705 Ambassador Dr	440000	459000	2413	4037 Aitken Dairy Rd	515000	523000	2833
1200 Whitney Rnch #625	159900	159000	898	3336 Sandalwood Rd	499000	515000	2616
6320 Edgewood Way	349500	347000	1418	6812 Camborne Way	640000	635000	3656
6441 Pegasus Ct	569000	560000	3682	2201 Apple Grey Ln	608400	610000	3534
4507 Shenandoah Rd	639000	617500	2395	834 Calico Dr	575000	575000	3145
3205 Midas Ave	427500	413000	1998	6065 Kingwood Cir	363000	363000	1554