



February 2018



EQUITY IS IN THE AIR—WHAT WILL YOU DO WITH YOURS? YOU SAY EQUITY! I SAY APPRECIATION! NOW WHAT?



Insight Into Your Real Estate Market

Living in Rocklin is a dream come true for many people. Many of your neighbors or family came here as “transplants” from the Bay Area to enjoy top rated schools, college opportunities, locally owned restaurants, a close community with walking trails and nearby golf club. The population has nearly quadrupled since 1990 when the “real” growth began. We are even seeing “young” residents who have grown up in Rocklin stay due to the “small feel” of a community and can take advantages of all the amenities to enjoy and a very low crime rate!

HOME OWNERS: What does this all mean for you? First, if you are a home owner, this is great news for YOU!!! You have lived the Rocklin lifestyle and understand why people want to live in our neighborhood. Fortunately, home values continue to appreciate year after year. With that said... have you asked yourself about your real estate plans? What does the next 1 to 5 years look like for you? Or even the next few months? Are you an Empty Nester who is waiting to make sure you sell at the top of the market and pull as much equity out of your home as possible? How do we really know when we are at the top of the market? Do you wait and “risk” your equity in *hopes* of additional 5% appreciation this year? Did you buy during the distressed time and are ready to move up or maybe purchase a smaller home? Do you have an investment property and want to know more about doing a 1031 Exchange? These are all great questions directly from my clients who are in need of assistance of making the best decision based on their personal goals. Every situation is different and there is no “one” answer.

HOME BUYERS: This is for you too. Have you been renting in hopes to purchase sooner rather than later though not sure the “best” time to buy? Interest rates are on the rise and are expected to continue for the rest of the year. Do you want to risk and wait to see what happens? We don’t know what will happen tomorrow, though the good news is, you have facts for today. There is so much to know about the real estate market and “timing” of your investment. Purchasing a home is one of the biggest investments one might ever make. Whether you bought or sold in the past, the real estate market is ever changing. Buyers and sellers wants and needs change, interest rates change, and inventory changes. These are all factors to consider when you are ready to make the commitment. How we purchase homes today is completely different than the years 2004-2007 and during the distressed market up to 2013. To learn more about the market today and timing let’s review your personal goals and future goals together. It is never too early to start planning. I am here to assist. Opening doors to view a home is the easy part. *My goal is to make sure my clients are educated and being smart about their buying decision for their future and real estate future.*

In summary, here is what we know today in the real estate market:

1. Appreciation in home values continue to rise.
2. Interest rates have increased though are still very low.
3. Rocklin continues to grow both in housing and business development attracting people here from all over, especially the Bay Area.

Now that you know some of the facts surrounding our community and if you have been thinking about buying or selling or ready to make the move, please don’t hesitate to call. Together we can go through your situation and goals. It’s never too early to start the process! Please call me anytime at 916.765.5488 or email: jill@jillsellsrealestate.com. I’m honored to assist.

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!



1101 Sluice Box Circle
5 beds 3 baths 2,504 sq ft
\$636,000



5404 Iron Point Court
4 beds 2 baths 1,806 sq ft
\$494,000



12590 Carmel Creek Road #13
2 Bed 2 Bath 950 sq ft
\$453,000

ACTIVE LISTINGS!



5660 Black Willow
3 Bed 2.5 Bath 2,300 Sq ft.
\$559,950



4000 Jerome Way
3 Bed 2 Bath 2,278 sq ft
\$517,900



3601 Clover Valley
6 Bed 4+ Bath 4,176 sq ft
Call For Price!

The Real Estate Consultant

Jill Van Dusen

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The best preparation for tomorrow—is doing your best today
~H. Jackson Brown Jr.

ROCKLIN NEIGHBOR 95765– R005



And... SEE WHAT'S INSIDE:

- ◆ **Real Estate...A Household Conversation**
- ◆ **Updated Sales Activity**



Pacific Union Financial, 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 January 2018

ADDRESS	LIST \$	SALES\$	SQ FT	ADDRESS	LIST \$	SALES\$	SQ FT
4831 Holden Dr	455068	450068	2231	1805 Stageline Cir	459900	459900	2271
2945 Argonaut Ave	399900	380000	1668	6111 Preston Cir	449900	455000	2171
3080 Black Oak Dr	615000	599625	3546	6244 Lonetree Blvd	330000	325000	1307
5501 Butte View Ct	479000	472500	2100	5327 Brookfield Cir	535000	525000	2564
5061 Concord Rd	479000	475000	2215	4680 5th St	550000	545000	1829
1250 Whitney Rnch Pwy #232	169000	166000	898	2251 Bonney Ct	850000	850200	3226
2910 Avon Rd	448888	445000	2235	3409 Sapphire Dr	425000	435000	2380
600 Open Range Ln	475000	475000	2548	2718 Wyatt Ct	359000	359000	1202
1918 Crystal Ct	480000	480000	2649	1057 Bridlewood Drive	464900	464900	2249
5246 Swindon Rd	485000	475000	2513	5924 Pebble Creek Dr	505000	500000	2485
4613 W Imperial View Ct	965000	950000	4456	5603 Onyx Dr	419900	419900	1607
3562 Farmington Ct	659000	640000	3162	5419 Havenhurst Cir	425000	425000	1637
2052 Taft Dr	444999	444999	1859	2707 Pecan Ct	524800	511000	2503
4710 Durham Ct	429000	415000	1853	5711 Palomar Cir	359000	375000	1626
1607 Redmond Dr	699990	699990	3341	5329 Humboldt Dr	669000	669000	2603
2460 Casa Del Oro Way	375000	360000	1218	3046 Twin Creeks Ln	305000	300000	948
4050 Creek View Ct	399000	375000	2180	6451 Sonora Pass Way	439900	445000	2078
5750 Mesa Verde Cir	399900	360000	1831	4430 Longview Dr	839000	800000	4331
871 Calico Dr	623800	624000	3047	5404 Iron Point Ct	489000	494000	1806
4887 El Cid Dr	349900	348000	1511	2181 Red Setter Rd	569000	569000	3188
1832 Stageline Cir	509000	510500	2712	5477 Coronado Way	369000	378000	1502
771 Pullman Ct	735000	720000	4504	2105 Pyramid Ct	979800	979800	4647
3431 Portsmouth	364500	364500	1246	5611 Opal Ct	479900	515000	2125
3585 Center St	369000	371000	1600	5295 Paragon St	349900	350000	1769