



Insight Into Your Real Estate Market

January 2018

REAL ESTATE

OFTEN A HOUSEHOLD CONVERSATION IN TODAY'S MARKET

Happy New Year! As we roll into 2018 and look through the unknown crystal ball, we often find ourselves continuing discussions about real estate and what is our next move. Do we stay or do we go?

During the last quarter of 2016, many past clients and new clients were "tempted" to sell though held off seeing what 2017 will bring. Now that we are past 2017, we know in terms of the real estate market, home values have appreciated and some over 35%. Within the last couple of months, those same people have contacted me to list their home in 2018.

Are you having the same conversations within your household? Are you saying to yourself, yes, this is a great time to sell due to appreciation, but maybe not the right time to buy because of increased home values? This is a question which often comes up in my daily conversations with people about real estate. Every situation is different. When I sit down with my clients we go through the following:

1. What are your goals?
2. How much equity do you have in your home?
3. What do you want to do with your investment?
4. Do you need to remodel?
5. Is it time to replace the "big ticket" items such as HVAC, water heater or roof?
6. Do you want to downsize?
7. Who is the buyer to target market?

As a buyer, here are a few questions I discuss with my clients as well:

1. What are your goals?
2. How long do you see yourself in your next home?
3. Let's review interest rates. Interest rates are still extremely low, though they will be creeping up in 2018. An increase in interest rates may help stabilize the market, though with so many buyers looking for homes, they will still face competition. Competition often brings an increase in prices.

In 2018 we are expected to see changes in our real estate market and overall economy. This is exactly what I said in 2017 when we were going through a Presidential change. If you were waiting for the change and still have not made a move, why are you waiting? People are still buying and selling! Whether you are a buyer or seller, a real estate move is a very big financial decision. One of the most important deci-

sions one can make in a lifetime. Before making the decision, I would be honored to sit with you and review your goals and help put a realistic plan together. Every situation and circumstance is different. This is about YOU!

For a free consultation and/or free market analysis, contact Jill Van Dusen today at 916-765-5488 or email: [jill@jillsellsrealestate.com](mailto:jill@jillsellsrealestate.com)

**To Readers:**

This newsletter is for you! Feedback or article ideas are welcome and appreciated. Please send any suggestions to [jill@jillsellsrealestate.com](mailto:jill@jillsellsrealestate.com) or share your ideas with me over the phone at 916.765.5488 I look forward to hearing from you!

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!**



1178 Forebridge Lane  
5 beds 4 baths 3,913 sq ft  
\$550,000



210 Crenshaw Court  
4 beds 3 baths 2,888 sq ft  
\$625,000



1604 Russell Way  
3 beds 2 baths 1,232 sq ft  
\$404,000

**PENDING!**



12590 Carmel Creek Road #13  
2 Bed 2 Bath 950 sq ft

**COMING SOON!**



4000 Jerome Way  
3 Bed 2 Bath 2,278 sq ft

# The Real Estate Consultant

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*Learning never exhausts the mind.*  
~Leonardo da Vinci

ROCKLIN NEIGHBOR  
95677- C003



And... SEE WHAT'S INSIDE:

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



**PacificUnionFinancial**  
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 December 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
2513 Spring Ct	300000	301000	1202	6142 Mehrten Cir	430100	443081	1792
4602 W Imperial View Ct	835000	810000	4168	3006 Fox Hill Dr	539900	530000	2602
3207 Burlwood Ct	475000	472800	2660	2328 Holly Ct	615000	615000	2220
2554 Creek Hollow Ln	595000	573500	2932	4955 Charter Rd	469000	470000	1750
5404 Butte Cir	440000	434000	2600	934 Old Ranch House Rd	829990	829990	4003
3918 Deergrass Cir	519000	524000	2900	2584 Creek Hollow Rd	699000	685000	3471
6420 Pegasus C	598900	597000	3633	3435 Stoney Rd	469000	469000	1992
4843 Holden Dr	410206	426216	1747	3023 Twin Creeks Ln	329900	343000	1319
819 Spotted Pony Ln	604990	604990	3720	4304 Otter Creek Ct	825000	772500	4202
2138 Broken Rail Ln	825000	810000	4504	5628 Darby Rd	559900	550000	3059
1635 Poppy Cir	425000	425000	2389	4615 W Imperial View Ct	927500	940000	3393
4755 Echo Ridge Rd	724900	700467	3030	2200 Misty Hollow Dr	519000	519000	2586
2409 Galloping Trail Court	493730	519139	2003	6121 Lonetree Blvd	345000	340000	1771
3084 Cerro Cir	415000	415000	1482	1674 Abilene Cir	469900	470000	2408
5185 5th St	380000	380000	1534	2366 Clubhouse Dr	1025000	1025000	4615
5253 Levison Way	529000	520000	2783	2321 Rebecca Ct	395000	375000	1400
6290 Westwood Dr	340000	330000	1599	2421 Tamarack Ct	345000	345000	1336
5707 Crown Ct	479000	476000	2413	5616 Benhenry Ct	534000	500000	2295
4460 Midas Ave	425000	395000	1856	5505 Butte View Ct	487000	481000	2086
5500 Darby Rd	405000	398000	1523	2713 Zephyr Cv #1079	225000	226000	1087
5708 Nolina St	549000	540000	2960	2235 Arnold Dr	489900	489900	2485
5532 Sage Dr	399000	386000	1691	3235 Midas Ave	439500	439500	1944
2578 Creek Hollow Ln	634000	625000	2932	3836 Clubhouse Dr	500000	500000	1840
5688 Saratoga Cir	550000	540000	3285	4536 Scenic Dr	639000	636000	2860
4859 Blaydon Rd	544500	544500	2838	6540 Hearthstone Cir #812	285000	280000	1195
713 Gray Dawn Dr	579000	569055	2726	3765 Oakdale Ct	739000	749000	2687
2409 Cody Ct	625000	615000	2322	2508 Zephyr Cv #2084	206000	206000	747
6154 Mehrten Cir	432598	440594	1792	5570 Foothill	315000	298000	1340
5660 Black Willow St	529000	525000	2300	3405 Cobblestone Dr	389900	401500	1246
5645 Black Willow St	549000	553722	2695	2723 Genesee Dr	425000	432000	1624
5647 Black Willow St	599000	613163	3368	2817 Catalina Dr	429000	435000	1667
5649 Black Willow St	519000	519000	2300	2425 Doheny Ct	339900	328000	1514
4908 Knights Way	469900	475000	2979	1613 Peninsula Ct	499900	527000	1877
3880 Clover Valley Rd	550000	555000	2576				