

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



Insight Into Your Real Estate Market

January 2017

2017 - ARE YOU A BUYER, SELLER, OR BOTH?!

Do I sell? Do I buy? Do I sell? Do I Buy? Is this you asking this question over and over and than asking yourself-WHEN do I sell? WHEN do I buy?

As we start the year, so many people are asking themselves that same question. Many people were waiting for the election results. And, now with the election over, we are all still standing and the housing market continues to be very strong.

Many people in our community are asking themselves should they sell this year or wait to "see" what happens. Do you ever wonder why people "wait" to "see" what happens vs. just going with the facts today and taking advantage of today's strong real estate market?

Healthy labor markets and job growth have created more and more buyers who are not just ready and willing to buy but are also able; whether it be a first time home buyer, investment purchase or move up home buy. If you are debating whether or not to put your home on the market this year, now is the time to take advantage of the demand in the market.

Whether you are looking to buy or sell or both, let's look at some facts as to what we know today:

Housing market continues to be strong with a realistic annual appreciation between 4 to 5% based on the area you live in Placer County.

Even though interest rates have slightly increased, they are still at an all time low. Housing is affordable for first time home buyers. Rent is up by 10%+ creating home buyers to take the plunge and buy.

Inventory is still low with less than 2 months of supply.

Next, let's look at timing....

If you are a seller, are you one to list your home when everyone else does, or do you prefer to list with less competition? How often do you hear... well the best time to sell is the Spring, so I'll use the winter months to get my house ready and wait for the trees to bloom? Do you think "serious" home buyers wait a few months and stop looking at homes so they can wait for YOUR home to be available in the Spring? Or what about those who wait to sell during the summer months when school is out. Let's take a look at today's facts so in turn this can help you with your decision.

First we will start with Rocklin. The number of listings between the fall months and Spring increased by 12% and the summer listings increased by 44%. YES 44%! During the month of January, 2016 59 homes SOLD! Which means most of these buyers/sellers ENTERED escrow in December, 2015 during the holiday months. Many people think due to the holidays, people stop looking. Out of 107 listings, 59 of those were SOLD! And just think, those who waited or took their house off the market during the holidays, could've in fact have been one of the homes that sold.

Second, let's take a look overall at Placer County. Comparing the winter months, the inventory in the Spring jumped by 25% and by mid summer inventory increased by 41%.

In summary, buyer traffic and demand continues to be the strongest it has been in years. The supply of homes for sale has not kept up with this demand and has driven prices up in many areas as buyers compete for their dream home. Home values are up, home sales are up, and distressed sales (foreclosures & short sales) are at their lowest mark in over 8 years. This has been, and will continue to be, a great year for real estate.

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!



12748 Via Sombres, Poway
3 bed/3 ba - 1,162 sq. ft.
\$573,000



1158 Sinclair, Roseville
3 bed/2 ba—2,206 sq. ft.
\$487,000



1327 Avenida Alvarado, Roseville
4 bed/3 ba - 2,460 sq. ft.
\$520,000



1112 Melrose, Roseville
2 bed/1 ba - 1,296 sq. ft.
\$252,000

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!

The Real Estate Consultant

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*"Be happy for this moment. This moment is your life."
-Omar Khayyam*



And... SEE WHAT'S INSIDE:

- ◆ **2017 - Are you a buyer, seller or both?**
- ◆ **Team Jill Activity**

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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 2016

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
4757 Racetrack Rd	325000	369900	1795	5709 Darby Rd	524500	521000	3201	4811 Grove St	229500	235000	1056
1500 Syracuse Dr	579990	579990	3341	5145 Camden Rd	475000	480000	2403	5986 Woodside Dr	385000	385000	1847
1003 Georgetown Way	569990	569990	3224	3155 Capistrano Way	399000	410000	1793	4848 Blaydon Rd	499000	505000	2838
3751 Clubhouse Ct	1275000	1220000	5426	1601 Poppy Cir	399999	397500	2068	6512 Timberline Way	569950	564950	3501
1509 Peony Lane	465240	465240	2657	6041 Little Rock Rd	503000	485000	3196	6623 Grand Canyon Dr	447500	450000	2429
5963 Tanus Cir	529900	519900	2460	712 Gentle Breeze Way	549000	535000	2726	3881 Black Oak Dr	715000	700000	4228
943 Old Ranch House Rd	654990	670385	3241	1304 Brisbane Ct	799900	745000	4000	2052 Taft Dr	444000	435000	1859
949 Old Ranch House Rd	609990	609990	2601	3568 Mountain View Dr	425000	421000	2361	4035 Oak St	317500	312000	1388
804 Berry Creek Dr	499990	499990	2492	2624 Mariella Dr	675000	650325	2833	5404 Thunder Ridge Cir	509950	495000	2069
2248 Ranch View Dr	469990	474000	2161	6060 Little Rock Rd	485000	475000	2543	2103 Arnold Dr	395000	375000	1860
3570 Farron St	450000	450000	2677	5101 Wedgewood Way	499000	499000	2043	1003 Boardwalk Wy #86	279900	270000	1083
3585 Woodglade Ct	353500	353000	2194	3905 Deergrass Cir	479150	470150	2690	5716 River Run Cir	379000	383000	1894
3013 Western Way	599000	590000	3117	3165 Capistrano Way	428000	427000	1935	2545 S Whitney Blvd	175000	183000	1000
6561 Nebula Ct	550000	530000	3060	2001 Archer Cir	509000	500000	2422	5874 Casa Grande	325000	325000	1272
3544 Willard Way	349000	357000	1879	6395 Rustic Hills Drive	330000	325000	1588	5698 Saratoga Cir	522000	522000	3084
2542 Creek Hollow Rd	549000	539000	2932	3400 Stoney Rd	315000	322000	1246	5696 Saratoga Cir	520000	520000	3059
5401 Lagoon Ct	494900	489900	2618	1631 Abilene Cir	459900	455000	2775	2716 Field Ct	429500	429500	1691
715 Gentle Breeze Way	529000	529000	2850	3328 Sandalwood Rd	424800	432000	2117	6170 Woodside Dr	350000	355000	1526
2909 Fox Hill Dr	519900	520000	2770	2708 San Marcos Ct	350000	351000	1306	2415 Saguaro Way	339000	339000	1392
2229 Telegraph Hill Ct	529000	515000	2773	6061 Kingwood Cir	359500	365000	1554	4914 Knights Way	469000	476000	2371
1221 Whitney Rnch Pky #1136	180000	177000	1050	3700 Aurora Loop	374900	390000	1489	6822 Camborne Way	440000	420000	2005
6451 Wisp Ct	525000	500000	3184	6027 Woodside Dr	245000	241000	1080	6206 Westwood Dr	250000	225000	1400
2609 Swindon Ct	539000	545000	2575	6201 Lonetree Blvd	324900	325000	1847	2367 Pinnacles Dr	309900	312000	1302
4877 Racetrack Cir	317500	310000	1148	1303 Saint Charles Wy #95	259000	259000	1083	5759 Palomar Cir	414900	397000	1760
1606 Kentucky Way #55	295000	289000	1490	2545 Lodestar St	439000	400000	2156	3323 Zircon Dr	440000	430000	2918
5709 Pearl	389999	390000	1425	2028 Denton Ct	495000	495000	2576	5018 Bradford Dr	439900	433000	2150
5875 Dew Ct	359000	350000	2195	3409 Cook St	425000	414375	2113	3620 Black Oak Dr	619999	630000	3212
2705 Pecan Ct	415000	415000	2391	3023 Twin Creeks Ln	300000	310000	1319	6264 Lonetree Blvd	309000	304000	1771