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Featured Listings by Jill Van Dusen

ACTIVE - Call for Private Tour!



3844 Bluebird Lane, Loomis 95650
4 Beds, 3.0 Baths | 3,278 Est. Sq. Ft.
Offered at \$599,000

- Rare opportunity to own 3,000+ square feet on one acre with free PCWA irrigation H2O
- Walking distance to trails and Folsom Lake

SOLD IN CLOVER VALLEY BY JILL!



3539 Buckskin Court, Rocklin 95677
4 Beds, 3.0 Baths | 2,639 Est. Sq. Ft.
Sold for \$728,000

9 OFFERS! SOLD FOR \$63,000 OVER LIST PRICE!



3601 Clover Valley Road, Rocklin 95677
6 Beds, 4.2 Baths | 2,639 Est. Sq. Ft.
Sold for \$841,500

Dear Jonathan and Angela-Marie,
Your opinion matters. If you have a specific topic you would like to read in your personalized newsletter, please send your welcomed ideas and comments to jill@jillsellsrealestate.com. I look forward to hearing from you.

The Best of Rocklin

Clover Valley | Sunset Heights | Rocklin High School

December 2018 Real Estate Market Report



Prepared Especially for Jonathan and Angela-Marie Williams



Presented by
Jill Van Dusen



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Superior Service Every Time!

SERVING THE ROCKLIN AREA FOR 15 YEARS

Moving to Rocklin over 25 years ago to raise a family was a great decision. Fast forward to the present, the Real Estate market in our area is very healthy. As our community continues to grow, we are attracting many buyers from other areas due to top rated schools, recreational facilities such as our new Quarry Park with Amphitheatre, Whitney Oaks golf course, and community theatre. If you are interested in selling or buying, please call me at 916.765.5488. I would be honored to provide a free market analysis and how to get the most equity for your home.

— Jill Van Dusen

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Real Estate Market Report

Jonathan and Angela-Marie,

If you want to know what your home would sell for in today's market, contact me today at **916-765-5488**.

Homes Currently Listed in Your Area

Status	Beds	Total Baths	Est. Sq. Ft.	List Price	List Date
Active	3	2.0	1,570	\$475,000	09/12/18
Active	4	3.0	2,262	\$549,900	11/08/18
Active	4	2.1	2,600	\$580,000	05/12/18
Active	4	3.0	2,827	\$605,000	10/18/18
Active	5	3.0	3,339	\$619,999	11/17/18
Active	4	3.1	2,998	\$625,000	06/08/18
Active	3	3.0	2,544	\$690,000	11/01/18
Active	5	4.0	4,206	\$819,950	06/21/18

Check your home value at jillsellshomes.smarthomeprice.com

Homes Sold Since September 1st, 2018 in Your Area

Status	Address	Beds	Total Baths	Est. Sq. Ft.	List Price	List Date	Sold Price	Sold Date
Sold	3539 Buckskin Court	4	3.0	2,428	\$730,000	07/22/18	\$728,000	11/19/18
Sold	5018 Knights Way	4	2.1	1,996	\$530,000	09/25/18	\$515,000	11/16/18
Sold	5338 Humboldt Drive	4	2.0	2,116	\$539,000	08/17/18	\$539,000	11/16/18
Sold	3410 Stormy Court	5	3.0	2,900	\$595,000	08/10/18	\$595,000	11/09/18
Sold	5456 Thunder Ridge Circle	4	2.1	2,376	\$549,000	08/29/18	\$549,000	10/31/18
Sold	3200 Burlwood Court	4	3.0	2,602	\$550,000	06/06/18	\$550,000	10/12/18
Sold	2902 Old Oak Tree Way	6	3.0	3,411	\$659,900	07/23/18	\$650,000	09/17/18
Sold	3514 Fieldcrest Court	5	3.0	3,025	\$499,000	07/16/18	\$500,000	09/13/18
Sold	3458 Majestic Drive	4	2.1	2,341	\$519,000	06/01/18	\$485,000	09/07/18
Sold	4923 Knights Way	4	3.0	2,662	\$565,000	08/09/18	\$565,000	09/07/18

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RUMOR HAS IT... REAL ESTATE IS STARTING TO SLOW DOWN

The "Buzz" talk we are hearing on the news or conversations with friends or even Realtors® states the housing market is "flattening" or "softening". Is this nationwide, Placer County, or more specifically for Rocklin? We can sit around all day and listen to the news and others, but what are the real facts vs. fake news? Let's take a look and see what this all means and how it is affecting any of your decisions to sell and/or buy.

The good news...overall, we are still in a seller's market in Rocklin. Numbers may be changing with inventory increasing, but in Rocklin we have only two months of inventory. A seller's market is 1 - 3 months of inventory. In August of 2017, we were less than a month of inventory. A for sale sign appeared on you neighbors' home and BAM, it went pending with multiple offers. Is it possible for this to happen today with increased listings and slower appreciation? Yes, absolutely, but how? Let's take a look at facts and go from there.

Facts in our Rocklin market:

1. Over the last 15 months, the NUMBER of listings increased by 26%.
2. Over the last 15 months, the number of NEW listing decreased by 30%. Basically, existing listings are staying on the market longer and the number of NEW listings are at a slowdown. Why is this? Sellers are "testing" the market and many people wait until after the fall winter season to put their home on the market.
3. Appreciation over the last 15 months increased by 9% and within the last six months 6%. This is great news!!
4. Interest rates have increased eight times since 2016 and expected to continue to rise.

What does this all mean to you? First, this is about you and your real estate goals. Are you thinking of selling and if so, why are you waiting? Speaking with an experienced Real Estate professional can help guide you through the process and discuss what is best for you. During the spring so many people put their home on the market, and the competition next year will be strong. Plus, interest rates are expected to increase again which in turn will affect the housing market.

I would be honored to discuss your goals and the best way to protect your equity. Feel free to reach me anytime at 916.765.5488 or email to jill@jillsellsrealestate.com. Check your home value at jillsellshomes.smarthomeprice.com

Jonathan and Angela-Marie,

Whether you are looking to sell now or in the future, be sure to check your home value by using jillsellshomes.smarthomeprice.com

Rusty's Corner: Your Trusted Rocklin Lender

Fannie Mae and Freddie Mac, the two government sponsored entities (GSE's) that make up conventional financing, will ensure loan amounts up to \$517,500 in the Sacramento, Placer, El Dorado, and Yolo County. This is called the "conforming limit." Conventional financing makes up majority of the loans home owners use to purchase their home, but for many buyers purchasing higher end homes, many do not have the capital available to put down to bring the loan amount to \$517,500 or less. In this case, "jumbo financing" is available.

A jumbo loan is a loan amount higher than the \$517,500 conforming loan limit and in most cases will go up to \$3,000,000. Financing for jumbo loans comes from banks and institutional mortgage investors (i.e. insurance companies, hedge funds, etc) and are underwritten to the guidelines specific to that bank or investor. Given the size of the loan amount and the fact that the money being lent is coming from a specific investor, these loans carry more stringent guidelines than conventional financing. There are three main areas in particular that can make jumbo financing challenging for buyers. The purpose of this article is to highlight these three main areas and provide a general overview of jumbo financing.

Credit is the first area of jumbo financing that is more stringent. While loan amounts up to the conforming limit can be made with a 620 credit score with conventional financing, or 580 with government financing (and in some cases lower), jumbo loans will typically require a 680 or higher credit score. In addition to the 680 credit score, a jumbo investor is going to want to make sure that the last two years of credit history are generally clean with no credit late payments on any of the accounts.

The second area is the amount of capital a person has available to meet the minimum down payment requirements. Typically, jumbo loans will lend up to 80% of the purchase price, requiring a 20% down payment from the buyer (higher loan amounts can require more down). In some cases, a jumbo loan will allow for as little as 10%-15% down but they will charge a higher interest rate for having less than 20% down (as well as have higher underwriting criteria that needs to be met). In addition to the down payment requirement, a jumbo investor is going to want to make sure the buyer has 6-12 months of the mortgage payment available in the form of "reserves" or left over capital after the cash to close for the down payment and closing costs is spent.

Last, debt to income requirements with jumbo loans are more stringent compared to conventional financing. Debt to income ratio is the percentage of a buyer's gross monthly income compared to the monthly payment obligations of the proposed mortgage payment, as well as all other liability payments that buyer has. With a conventional loan, a debt to income ratio can go up to 50%; with jumbo loans, the debt to income ratio will be capped at 43% or lower depending on the rest of the buyer's scenario, and in most cases will require that the housing payment is no more than 35% of the gross monthly income.



While jumbo financing is more difficult to accomplish than other types of financing, working with an experienced loan officer that understands jumbo financing and the various options is key. Having served homebuyers throughout California since 2001, and having closed over 2000 transactions, I'd be honored to assist with any questions or planning needs you have.

Rusty Mendoza, CMPS | Certified Mortgage Planner

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