

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

Better Homes and Gardens REAL ESTATE

RELIANCE PARTNERS



Insight Into Your Real Estate Market

July 2017

HOW IMPORTANT IS IT TO COMPLETE INSPECTIONS PRIOR TO LISTING YOUR HOME?

Yes, it is a seller's market! Yes, many times new listings will receive multiple offers! Wow, this is all great news. BUT.....How many times after a buyer completes their inspections are we back to the negotiation table renegotiating already agreed terms by both parties? The answer....99.9% of the time. How do you as a seller prevent this from happening?

I can't reiterate enough to do your due diligence prior to listing your home. Sure in today's market you will sell your home. It is a matter of asking yourself, do you want top dollar or not? Most likely you do!!! The second question to ask yourself: *Do you want this to be a stressful process or do you want to prevent a stressful process?* The answer is simple: Do your due diligence with pre listing inspections and in turn you can *maximize your equity to its fullest potential.*

Imagine your first open house and you have your home looking fabulous! It's immaculate, clean with great curb appeal, though no previous inspections completed. Multiple buyers view your home and see the great bones, the perfect floor plan, great community and the best schools. You as the seller review multiple offers and are happily in contract with the price you want for your home. Can that change? Absolutely Yes!! The buyer has every right to do their due diligence of their inspections. Due to the age of homes currently selling in our community, the inspections are uncovering findings of termites, rat droppings, roof tiles missing or broken, water heater not braced correctly, HVAC not up to par, water heater drip leg not placed correctly, electrical outlets not working, garage door safety auto reverse not working and so on and so on. *This creates buyer's remorse or renegotiations.*

Do you really want to go through negotiations twice? Not only will this create buyers' remorse, someone will need to pay for this. Seller? Or buyer? And sure you may have had multiple offers, but who is not to say the next buyer will have issues with the findings as well. Plus, now that you have the reports provided to you by the buyer, these reports now become **your disclosures** for the next buyer. Remember, if you know it, you disclose it.

I always **recommend** to my clients who are selling their home to complete the following inspections: Pest and termite, complete home inspection, sewer inspection (depending on age of neighborhood), AC Serviced (depending on age), and roof inspection. My clients receive more equity for their home since the issues were taken care of before or brought to the attention of the buyer prior to making an offer.

Again, I can't reiterate enough for a seller to do their due diligence to complete the necessary inspections prior to listing their home and most importantly prior to committing to a list price.

I would be more than happy to go through with you what it takes to get your home ready to sell so in turn you maximize your equity and prevent renegotiations of agreed sales price or buyer's remorse.

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!



831 Concerto Glen
3 beds 3 baths 1,725 sq ft
\$585,000



1740 Fontenay Way
4 beds 3 bath 2,268 sq ft
\$468,000



6959 Park Mesa #98
2 beds 3 bath 1,072 sq ft
\$435,000

JUST SOLD!



3837 Observation Place
4 beds 2.5 baths 2,400 sq ft
\$720,000



4020 Rawhide Road
5 beds 3 baths 3,169 sq ft
\$739,000



4880 North Star Street
4 beds 2 baths 1,800 sq ft
\$409,000

JUST LISTED

PENDING!



1307 Milano Drive #3
2 beds 2 baths 1,633 sq ft
\$292,000



1221 Mercedes Drive
2 beds 2 baths 1,800 sq ft



210 Crenshaw Court
5 beds 3baths 2,888 sq ft

COMING SOON!

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!

Better Homes and Gardens Real Estate can now be followed on Pinterest. Follow us and enjoy today's style and interior ideas.

<https://www.pinterest.com/bhgrealstate/pins/>



For more information on listing your home, please contact Jill Van Dusen at 916.765.5488 email jill@jillsellsrealestate.com

The Real Estate Consultant

Jill Van Dusen

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Difficult roads often lead to beautiful destinations.
-Author unknown

ROCKLIN NEIGHBOR
95677- C003



And... SEE WHAT'S INSIDE:

- ◆ **Pre-Listing Inspections?**
- ◆ **Free Home Analysis**
- ◆ **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 June 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
2711 Hidden Trail Loop	651990	651990	3241	3133 Sceptre Dr	525000	492500	2838	6521 Hearthstone Cir #532	249000	249000	1230
709 Gentle Breeze Way	550866	525000	2726	5210 Whitney Blvd	449500	454000	2222	2613 Coldwater Ct	359500	370000	1212
2379 Clubhouse Dr	869000	869000	3581	5367 Wesley Rd	559000	569000	2918	3021 Strand Rd	475000	470000	2584
2100 Pyramid Ct	1235000	1175000	4936	6314 Monument Springs Dr	839000	839000	3806	940 Campfire Cir	434900	439000	2399
920 Wilderness Way	589950	573000	3737	3105 Clarkson Dr	375000	377000	1383	5601 Onyx Dr	445900	455000	2032
716 Chesterfield Way	689000	678000	3717	904 Anvil Cir	635000	635000	3624	5576 Butano Way	339000	350000	1288
6059 Kingwood Cir	378000	380000	1546	5587 W Driftwood Ct	369999	400000	1252	2408 Zephyr Cv #2088	225000	230000	1030
4435 Piedra Ct	473000	473000	2155	4900 High St	359000	361000	1450	1733 Poppy Dr	434900	445000	1523
2925 E Laredo Dr	495990	495990	2359	2419 Par Pl	549999	550000	3489	1401 Indiana Way #61	375000	368000	1658
1644 Abilene Cir	493000	493000	2667	3760 Black Oak Dr	762800	752000	4228	5051 Midas Ave	429000	434000	1836
4160 Pine St	259000	254000	1000	3810 Sylvan Dr	770000	768000	4228	6404 Mendez Creek Ct	449900	451500	2078
6115 Preston Cir	583000	575500	3390	6385 Westwood Dr	329000	345000	1345	2147 Hanover Pl	735000	735000	3717
3757 Aurora Loop	384900	384900	1489	3670 Argonaut Ave	515000	515000	2156	2169 Red Setter Rd	575000	562500	3332
4629 Longview Dr	749900	744000	3173	2953 Avon Rd	529000	529000	2606	1615 Abilene Cir	448500	439500	2168
2127 Big Sky Dr	659000	653000	3926	2959 Fox Hill Dr	529000	526000	2272	4172 Tahoe Vista Dr	625000	625000	2164
5805 Bryce Way	230000	230000	924	3970 E Midas Ave	339000	340000	1266	6216 Lonetree Blvd	340000	335000	1771
5626 Blackrock Rd	509000	505000	2616	5845 Tweedsmuir Dr	414900	415000	1633	2253 Misty Hollow Ct	435000	450000	2173
6206 Westwood Dr 1	369999	365000	1400	1810 Sorrell Cir	734900	730000	4148	2150 Collet Quarry Dr	429999	448000	2184
6550 Hearthstone Cir #1012	258500	249000	1195	3221 Outlook Dr	520000	513000	2616	2602 Zephyr Cv #2041	240000	250000	1193
6231 Swan Ct	589000	591000	3305	6434 Cormorant Cir	475000	476000	2331	2819 Isle St	379900	382500	1377
5212 Del Vista	400000	407500	1667	2907 Beachcomber Dr #1064	235000	250000	1193	4605 Odessa Ct	469000	480000	1983
3419 Cook St	424900	433000	1900	6521 Hearthstone Cir #512	285000	285000	1312	2605 Zephyr Cv #1043	235000	236000	1028
5206 Birdie	465000	465000	2362	2221 Quarry Way	439999	449000	2106	6305 Peregrine Ct	675000	675000	3044
3409 Cobblestone	424999	424000	1992	903 Aubree Ln	549900	546500	2992	4539 Winners Cir	339000	350500	1204
6050 Rustic Hills Dr	579000	560000	2480	3620 Darlington Ct.	359000	359000	1206	6120 Bridal Veil Dr	450000	447755	2046
5719 Crown Ct	499500	490000	2413	2738 Genesee Dr	425000	435000	1766	1631 Begonia Ct	469000	469000	1775
5891 Casa Grande Ave	409000	399900	2065	2122 Collet Quarry Dr	485000	485000	2346	5830 Sequoia	259000	265000	1080
5678 Saratoga Cir	539000	535000	3085	7001 Pembroke Way	624500	624500	2346	3005 Twin Creeks Ln	279000	305000	1156
2805 Balfor Ct	414900	393000	2084	4854 Blaydon	530000	530000	2838	3946 Argonaut Ave	535000	535000	2147
5626 Terrace Dr	419900	415000	2213	4712 Corona Cir	549000	549000	2448	4220 Clover Valley Rd	549000	549000	1998
2125 Big Sky Dr	554900	552888	3167	3329 Zircon Dr	465900	480000	2759	1808 Kendall Ct	410000	410000	1481
6404 Cosmos Ct	599000	610000	3939	2221 Misty Hollow Dr	417000	422000	1605	4455 Midas Ave	435000	450000	1817
5839 Tweedsmuir Dr	385000	385000	1527	4312 Sandhurst Way	699000	699000	3179	1683 Iroquois Rd	640000	620000	3009
5943 Tanus Cir	599700	600000	3158	915 Anvil Cir	639000	667500	3624	1210 Whitney Rnch Pky #533	182000	182000	1050
5234 Del Vista Way	443000	443000	2004	2704 Stampede Ct	489900	489900	1954	5165 High St	249000	240000	650