



Insight Into Your Real Estate Market

June 2018

The Value Of A Real Estate Agent

Did you know within Placer County there are over 3,500 licensed Realtors®?

Now that you have decided to buy or sell, how do you pick amongst the 3500+ licensed Realtors® in Placer County? Yes, that is correct! There are over 11,200 in all of the Tri-County areas.

Amongst all the Realtors®, who will you choose to manage one of the largest investments you will have in a lifetime? Let's first start with YOU!! Every person and every situation is different. What value are you looking for when you hire the representative to make sure all your wants and needs are satisfied?

A few key points to think about in today's market are the following:

Knowledge: Defined as "facts, information, and skills acquired by a person through experience or education; the theoretical or practical understanding of a subject."

Realtors® are sales people and with over 3500 in Placer County alone, which "sales person" has the knowledge to help you from pre-sale to post-sale providing the education, market knowledge, industry know-how and the tools necessary for a winning transaction? There is no "right answer". The answer comes from you!

Service: Defined as "The action of helping or doing work for someone."

How do you see your "position" advocated by your sales person/Realtor®? Service may be the number one driving factor in the transaction. Service is different for everyone and is defined by your wants and needs. When you interview agents, what questions will you be asking so in turn their service meets your satisfaction? What does "Service" look like to you?

Value: Defined as: "The regard that something is held to deserve; the importance, worth, or usefulness of something."

Are YOU as important to your Realtor® as he/she is to YOU? Many times, you don't really know until you are in the transaction. How do you determine or measure value before you start signing the paperwork? What is the value your Realtor® can offer YOU? Value is assessed before and after the transaction. This is key for your Realtor®. The value of their work and commitment to you will shine at the end when that person is your Realtor® for life and he/she is your referring Realtor®.

Personally, I see "Value" as the most important of the 3 key points. If you don't see value during the interview, continue

moving forward to interview others.

Lastly..

All Brokerages are not the same

All Realtors® (salespeople) are not the same

What are the significant differences that will create value for your specific needs and goals? What level of service and knowledge will you expect and benefit from your hired professional?

Whether you are looking to buy or sell now, in the future, or just wanting to inquire about Real Estate, I would be honored to discuss your situation and customize a plan based on the key points above. Please call or text 916.765.5488 or feel free to email: jill@jillsellsrealestate.com.

I look forward to hearing from you!

Jill Van Dusen

VAN DUSEN DISTINCTIVE HOMES ACTIVITY
Sales are NOT slowing down...This could be you!

JUST SOLD!



8309 Niessen Way
4 beds 3baths 2,135 sq ft
\$501,000



4702 Durham Court
3 beds 2 baths 1,238 sq ft
\$400,000

ACTIVE LISTINGS!

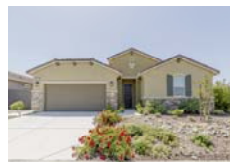


The Vianza Community in Roseville
6 beds 5 baths 3,609 sq ft
\$690,000



REDUCED PRICE!
2301 Pioneer Way
3 bed 3 bath 2,639Sq ft.
\$649,000

PENDING!



4000 Jerome Way
3 beds + office 2 baths 2,278 sq ft



COMING SOON!

2815 New Castle Way
2 beds 2 baths 1,112 sq ft

The Real Estate Consultant

Jill Van Dusen

PRSTD STD
US POSTAGE PAID
PERMIT #157
ROSEVILLE, CA

Keller Williams
548 Gibson Drive #200
Roseville, CA 95678

Jill Van Dusen
DRE #01721219
916.765.5488
jill@jillsellsrealestate.com
www.jillsellsrealestate.com

ROCKLIN NEIGHBOR 95765- R005



And... SEE WHAT'S INSIDE:

- ◆ **The Value Of A Real Estate Agent**
- ◆ **Team Jill Activity**



PacificUnionFinancial LLC
YOUR INTERESTS ARE COVERED

Rusty Mendoza, CMPS | MLO#226530
Branch Manager/Certified Mortgage Planner
Pacific Union Financial, LLC
1380 Lead Hill Blvd., Suite 145
Roseville, CA 95661
(916) 824-4242 (Office)
rusty.mendoza@loanpacific.com
<http://pacificunionloans.com/rusty-mendoza/>

Like Us on Facebook to See Upcoming Listings!
www.facebook.com/vandusendistinctivehomes



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 May 2018

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
3711 Stone Temple Ct	949000	949000	5105	3811 Heather Ct	729000	729000	3534	2820 Augusta Way	515000	517000	2495
4862 Holden Dr	489468	454468	2130	6507 Everglades Ct	440000	443000	1775	2427 Horseshoe Ct	529000	521495	2142
2111 Pyramid Ct	1350000	1350000	4722	1656 Strathmore Way	625000	615000	3285	2133 Ranch View Dr	615000	605000	2868
3949 Deergrass Cir	559000	557500	3127	2119 Sterling Dr #19	468000	470000	2277	6086 Kingwood Cir	375000	375000	1722
5507 Snowbrush Dr	609000	599000	3368	5416 Casa Grande	419900	405000	1607	5503 Cabrillo Way	415000	415000	1766
6238 Lonetree Blvd	373300	369900	1847	6030 Turquoise Dr	519000	505000	2731	3615 Farron St	333333	333333	1015
5607 Lakepointe Dr	724900	695800	2505	3730 Clover Valley Rd	1049000	1075000	4534	1621 Albatross Way	600000	600000	3293
4906 Bradford Pl	725000	720000	3842	3885 E Midas Ave	329000	329000	1148	5719 Byron Ct	519900	525000	2606
4501 Longview Dr	1200000	1175000	4421	2246 Wild Plains Cir	749000	754000	4486	2580 Polar Star St	419900	420000	1386
2828 Isle St	404500	388000	1645	2640 Buckeye Ct	449900	475000	1976	2204 Merino Ct	695000	685000	2532
1819 Sorrell Cir	787500	780000	4532	312 Beachcomber #2012	269000	265000	1087	5039 Concord Rd	475000	500000	2203
2216 Eagle Dr	549000	535000	2258	2915 Pier Pl	449900	455900	1924	4826 El Cortez Dr	325000	325000	1268
3650 Argonaut Ave	515000	515000	2332	5512 Treasure Dr	525000	520000	2729	4702 Durham Ct	399000	400000	1238
2596 Creek Hollow Rd	679000	662500	2932	5242 Water Lily Ln	449000	445000	1800	5930 Bryce Way	390000	390000	1236
5430 Coulter Ct	589548	589548	2900	3989 Aitken Daairy Rd	499000	495000	2330	4967 Charter Rd	525000	535000	2557
3001 Black Oak Dr	725000	708000	3808	712 Horizon Cv #2040	274900	272000	1183	5908 Deer Run	525000	547000	2495
720 Baronial Ct	529990	536612	2161	6301 Emerald Dr	409500	418500	1290	3529 Willard	389000	389000	1427
6814 Camborne Way	630000	615000	2542	5355 Delta Dr	399000	399000	1343	1719 Poppy Dr	550000	572500	1870
1901 McKinley St	504500	505100	2007	5158 Camden Rd	532700	545000	2437	5716 Cobblestone Dr	405000	405000	1578
5300 Humboldt Ct	699900	705000	3320	5630 Saratoga Cir	574900	581900	3059	5504 New Vista Dr	420000	425000	1636
2420 Carr Ct	589000	589000	2557	5908 Pebble Creek Dr	520000	525000	2209	3527 Evergreen	585000	582795	2362
5874 Casa Grande Ave	349900	355000	1272	4477 Green Mountain Ct	529000	544000	1999	2361 Clubhouse Dr	1290000	1290000	3869
5405 Wesley Ct	559000	559000	2918	3817 Fenway Ci	589990	589990	2871	4425 N Star	449900	485000	2163
2394 Clubhouse Dr	1125000	1085000	4060	6561 Carlsbad Ct	449900	447500	1610	3461 Cobblestone Dr	415000	425000	1501
6691 Miravista Dr	769000	775000	3519	5107 Camden Rd	529000	510000	2403	5126 Camden Rd	470000	470000	1662
2204 Hedrick Ct	695000	680000	3477	718 Gentle Breeze Way	539000	544000	2107	5517 Cabrillo Way	459000	455000	1908
2441 Stefanie Dr	432500	432500	1624	2408 Trail Dust Ln	615000	615000	2932	2021 Shady Trail Ln	1299998	1325000	4403
2501 Knoll Ct	799000	789000	3367	2955 Argonaut Ave	449000	440000	1560	6158 Woodside Dr	479900	485000	2185
6140 Gardenia Ct	685000	700000	3155	5837 Pebble Creek Dr	510000	545000	2124	1705 Teal Ct	659990	643490	3026
3852 Sweetwater Dr	518000	530500	2097								