



March 2018

Insight Into Your Real Estate Market

7 OFFERS AND 60K OVER LIST PRICE

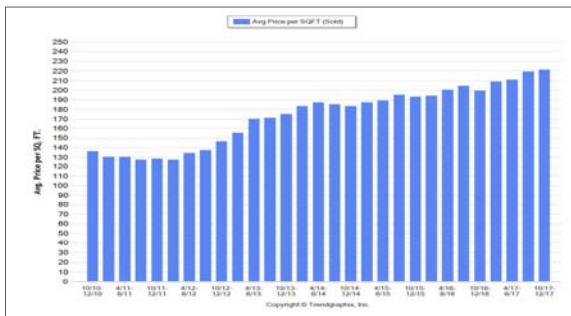
IS THIS THE TREND IN OUR AREA?

Who are the people purchasing in our community? What is attracting the migration to our area? Will the rise of home values continue to appreciate?

Rumor has it interest rates will continue to rise throughout 2018 and the housing market will slow down. That “*might*” be true, though our crystal ball really doesn’t know for sure. Let’s look at facts today and how those facts can lead you to your next steps with your real estate goals.

Looking back at trends is a great tool to help understand the “unknown” future. Many of my clients who have successfully made great real estate decisions look at the past trends, today’s facts, and their own personal real estate goals asking themselves: “Do I plan on living in my next place at least 5 – 7 years?”

The trends are showing continued growth year after year over the last 7 years.



We know today the home values are still increasing and many home sellers are presented with multiple offers. Why? Placer County (including Sacramento and El Dorado counties) are attractive areas for those who are living in the hustle and bustle (San Francisco alone has over 870,000 people) and very expensive and not affordable Bay Area. Plus, so many of those who have lost their homes or “nearly” lost homes in the Santa Rosa/Napa fires are also moving up to our community. Not only do these people have money, *they have cash!*

As a home seller, it is important to know the characteristics of the buyers from the Bay Area so in turn you can get as much equity out of your home as possible and move forward with your personal real estate needs. Bay Area buyers are:

- ◆ Bay Area Empty Nesters-Their kids and grandkids have already moved to our area. They are going to sell high in the Bay Area, come to our neighborhood, pay cash and still have plenty of money to live a nice quality of life.
- ◆ Renters who can’t afford to purchase a home (The American Dream) in the Bay Area but can easily afford a mortgage and down payment in our area.
- ◆ A bigger home with a yard, a loft, an office and yes even a garage!!!
- ◆ People migrate here because of affordability, though there are many other reasons too:
 - ◆ Top Rated Schools
 - ◆ Less traffic (Yes really, less traffic)

- ◆ Central location to Tahoe, Napa, San Francisco
- ◆ Nature-The hills, the trails, the rivers, and the Lakes
- ◆ Nice area to work. More job opportunities and they continue to rise.

Whether you are looking to buy or sell or both, now is the time. I want to reiterate especially for the buyers: “*Take advantage of today’s interest rates.*” As interest rates rise, home affordability will change. If you are “waiting” for home values to depreciate, you may be waiting for a while. Bay Area transplants are helping with the increase of home values. Do you see yourself renting and paying someone else’s mortgage for the next couple of years?

Looking to get as much equity out of your home and have multiple offers to review? Please call Jill Van Dusen to discuss the best strategy based on your goals. I can be reached at 916.765.5488 or email:

jill@jillsellsrealestate.com

If you are a home buyer and need help on “how to get your offer accepted” in today’s multiple offer world, I can assist you. Please call me at 916.765.5488 or email: jill@jillsellsrealestate.com

VAN DUSEN DISTINCTIVE HOMES ACTIVITY

Sales are NOT slowing down...This could be you!

JUST SOLD!



1101 Sluice Box Circle
5 beds 3 baths 2,504 sq ft
\$636,000

PENDING!



3601 Clover Valley
6 Bed 4+ Bath 4,176 sq ft
Pending 7 Offers—Over List Price!



5404 Iron Point Court
4 beds 2 baths 1,806 sq ft
\$494,000



230 Ibis Court
3 Bed + Office 2 Bath 1,494 Sq ft.
Call For Price

ACTIVE LISTING!



4000 Jerome Way
3 Bed 2 Bath 2,278 sq ft
\$514,900



2301 Pioneer Way
3 Bed 3 Bath 2,639Sq ft.
Call For Price

The Real Estate Consultant

Jill Van Dusen

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Nothing is impossible, the word itself says I'm possible!
~Audrey Hepburn

ROCKLIN NEIGHBOR
95765- R005



And... **SEE WHAT'S INSIDE:**

- ◆ **Multiple Offers—Over List Price?**
- ◆ **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 February 2018

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
4329 Gentry Way	447242	447242	1880	4145 Rocklin Rd	345000	341500	1100
4860 Holden Dr	472000	613560	2240	4400 Willowglen Way	529500	600000	2067
1200 Whitney Ranch Pky #638	235000	225000	1050	6005 Marlee Ct	275000	295000	1369
3937 Deergass Cir	529000	515000	2900	5238 Bay St	449000	440000	1890
5575 Hawes Way	488900	488900	2103	5919 Deer Run Ct	479734	472367	1968
2370 Benjamin Ct	375000	375000	1331	1875 Sorrell Cir	649000	630000	3555
5731 Byron Ct	490000	485000	2235	6511 Hearthstone Cir #331	279500	298500	1230
836 Stage Stop Loop	445990	445900	1676	3004 Chimney Ct	395900	405000	1331
980 Dusty Stone Loop	729990	729990	3015	854 Calico Dr	519000	522000	2561
1034 Bridlewood Dr	436688	429188	1794	4852 El Verde Ct	349000	339000	1426
4849 Holden Dr	460470	450477	2231	4921 Knights Way	450000	450000	1747
6510 Mystery Mountain Way	459900	459900	2184	2024 Archer Cir	539900	545000	2432
2804 Beachcomber Dr	259000	255000	1087	2436 Tiffany Ct	459000	460000	1918
2104 Broken Rail Ln	625000	620000	3541	2009 Sculpin Ct	496700	496700	2046
6581 Hearthstone Cir #1524	266000	258000	1105	5320 Par Pl	445000	435000	1950
2825 Isle St	399900	390000	1645	1948 Mckinley Street	420000	420000	1610
5323 Swindon Rd	499000	489000	2447	5320 Ty Ct	595000	615000	3106
908 Aubree Ln	540000	550000	3163	5600 Terrace Dr	460000	450000	1900
3111 Strand Rd	499500	495000	2485	4205 Timothy Ln	340000	355000	1298
5601 Bolton Way	329000	325000	1427	2328 Eagle Ct	485000	489000	1947
2401 Stefanie Dr	450000	440000	1735	4111 Meyers Ct	429900	430000	1452
4331 Gentry Way	460755	445000	1880	2505 Anvil Ct	715000	725000	3624
5763 Mesa Verde Cir	364000	360000	1536	5335 Thunder Ridge Cir	529000	506500	2627
3906 Rutlan Way	899900	881000	3403	5130 High St	375000	370000	1100
2003 Taft Ct	510000	510000	2633	2507 Anvil Ct	594900	596900	2852
3114 Aaron Dr	615000	580000	2769	6619 Grand Canyon	440000	450000	1937
5401 Sage Ct	408000	408000	1326	6460 Pinebrook Way	369900	375000	1360
2713 Zephyr Cv #1079	259950	255000	1087				