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Each Office Independently
Owned and Operated



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Featured Listings by Jill Van Dusen

ACTIVE - Call for Private Tour!



4448 F Street, Sacramento 95819
3 Beds, 2.0 Baths | 1,834 Est. Sq. Ft.
Offered at \$775,000

SOLD BY JILL!



3279 Topaz Lane, Cameron Park 95682
2 Beds, 2.0 Baths | 1,332 Est. Sq. Ft.
Sold for \$315,000

SOLD BY JILL!



7106 Spicer Drive, Citrus Heights 95621
4 Beds, 2.0 Baths | 1,781 Est. Sq. Ft.
Sold for \$410,000

SOLD BY JILL!



2200 Red Hawk Court, Rocklin 95765
4 Beds, 2.5 Baths | 3,043 Est. Sq. Ft.
Sold for \$669,800

SOLD BY JILL!



6003 Marlee Court, Rocklin 95677
3 Beds, 2.5 Baths | 1,381 Est. Sq. Ft.
Sold for \$295,000

Dear Jonathan and Angela-Marie,
For more information on my active listings, to schedule a private tour, or to have your home marketed in my monthly publication, which is mailed to hundreds of qualified buyers, **call me today at 916-765-5488.**

The Best of Rocklin

Clover Valley | Sunset Heights | Rocklin High School

March 2019 Real Estate Market Report



Prepared Especially for Jonathan and Angela-Marie Williams



Presented by
Jill Van Dusen

VAN DUSEN Distinctive Homes
Superior Service Every Time!



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Superior Service Every Time!

**CLIENTS CONTINUE TO RECEIVE
SUPERIOR SERVICE EVERY TIME!**

"Jill Van Dusen and her team did an excellent job finding me the property I was looking for, guiding me through the buying process, and helping me prepare the property for future renters. They are friendly, prompt, hardworking, knowledgeable, and professional. I would highly recommend them."

—Michael N.

The Best of Rocklin

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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

Due to MLS guidelines, addresses cannot be listed until sold. Please contact Jill directly for further information.

Status	Beds	Total Baths	Est. Sq. Ft.	List Price	List Date
Active	3	2.0	2,134	\$559,000	01/23/19
Active	4	3.0	2,660	\$579,000	02/19/19
Active	4	3.0	2,827	\$595,000	01/12/19
Active	3	2.1	1,943	\$699,900	01/11/19
Active	5	4.0	4,206	\$795,000	01/07/19

Check your home value at jillsellshomes.smarthomeprice.com

Homes Sold Since December 1st, 2018 in Your Area

Status	Address	Beds	Total Baths	Est. Sq. Ft.	List Price	List Date	Sold Price	Sold Date
Sold	5404 Butte Circle	4	2.1	2,600	\$569,900	05/12/18	\$550,000	02/15/19
Sold	5349 Humboldt Drive	3	3.0	2,544	\$650,000	11/01/18	\$635,000	02/15/19
Sold	3209 Thistle Court	4	2.0	2,043	\$505,000	01/07/19	\$505,000	02/14/19
Sold	5124 Wedgewood Way	3	2.0	1,874	\$479,000	12/15/18	\$479,000	02/04/19
Sold	3101 Aaron Drive	3	2.0	1,570	\$475,000	12/06/18	\$460,000	01/24/19
Sold	3705 Clover Valley Road	5	3.0	2,710	\$850,000	08/31/18	\$825,000	01/16/19
Sold	2919 Old Oak Tree Way	5	3.0	2,662	\$605,000	10/17/18	\$600,000	12/19/18
Sold	5318 Humboldt Drive	5	3.0	3,339	\$619,999	11/17/18	\$595,000	12/13/18
Sold	4009 Silver Street	5	3.0	2,710	\$699,000	10/22/18	\$665,000	12/07/18
Sold	5422 Butte Circle	4	3.1	3,081	\$700,000	10/25/18	\$725,000	12/04/18

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YOUR OPINION MATTERS!

Win a Gift Card to the Chef's Table in Rocklin

First, I am honored and appreciate you taking the time to read my newsletter. Thank you! For the past ten years, I have been sending to our neighborhood my monthly newsletter and Real Estate postcards detailing articles and trends of the real estate market. As a reader, **Your Opinion Matters!**

The real estate market is ever changing from the highs and lows of home values, interest rates, and the technology offering the consumer access to hundreds of sites providing more tools to become a "savvy and educated" expert, so we hope.

As we move through 2019, I would be honored to hear what "matters to you" and what you would like to read in regards to today's real estate market. What conversations are you having within your household, with friends, or at the office? What are **YOU** interested in reading about and understanding in our market?

As of today, we are hearing about a "shift" or a market slow down. Turn on any news channel and BAM it is right there in front of us. The majority of the news is based on the national level vs. the local level. There really is a difference. Our Tri-County area, especially Placer County, continues to show signs of growth and a healthy and stable real estate market. Over the past three years, months of inventory in Rocklin was under two months. We are now crawling up to 2+ months of inventory. Our local market continues to show signs of growth. We are in a seller's market. When a market hits 4 - 6 months of inventory we are at a neutral market. Over six months of inventory and our market is saturated with listings which creates a buyer's market. We are not even near close.

Whether you are a homeowner or renter, knowing the facts is key to making any real estate decisions or having knowledge at your fingertips. Let me know what you would like to read in your monthly newsletter. Contact me via email and provide your topic(s) and include your name and phone number. **You will be entered to win a \$100 Chef's Table Gift Certificate. Winner will be announced in our April newsletter. Thank you, and I look forward to hearing your suggestions.**

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

Will Housing Prices Fall if a Recession Occurs?

This is a question I've been hearing more and more lately as many feel that we are getting closer to a recession in the next year or two. While that could be true, it's important to understand what a recession means to the housing market and how that can impact your plans to buy a home.

Many conclude that when we go into recession, housing prices fall as the economy slows and unemployment is high. This isn't always the case. If you go back over the last five recessions, only two of the last five saw a reduction in housing prices (early 90s and the Great Recession). Housing prices didn't fall at all in the recession of 2001, in which housing prices grew approximately 12% from the start of 2001 to 2002. In the recession of 1980, housing prices grew approximately 2.6%. And, in the recession of 1981-1982, housing prices grew approximately 9%.

How long can prices continue to appreciate you might ask? It can go on, technically speaking, for quite a while. If we look at the boom in housing prices between the early 90s and the Great Recession, we see a period of growth of about 16 or 17 years. Our current run of appreciation began in 2012, so this could continue to go on for quite some time.

With that said, if you have plans to buy a new home or an investment property, don't let fear hold you back. Find a good buy that you're comfortable with and move forward. Then, when we do hit the next recession (whenever that may be), it will be an opportune time to refinance your mortgage as mortgage interest rates will come down during a recession. This will allow you to reduce your monthly mortgage expense while having taken advantage of the appreciation that may have occurred during that time.



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- MORTGAGE -

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