

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

Better Homes and Gardens REAL ESTATE

RELIANCE PARTNERS



Insight Into Your Real Estate Market

March 2017

HOW TO ATTRACT THE "RIGHT" BUYER TO YOUR HOME WITH ATTRACTIVE TERMS

Whether you are looking to sell now or in the future, finding the right Realtor® and Brokerage is key to your success. Anyone can add a home to the world wide internet, though what can be done to attract the "right" buyer to YOUR home resulting in as much equity as possible?

Not all home buyers are the same, nor do they all go after the same property. If you are looking to sell your property, do you want just anyone walking through your home? Targeting the "right" buyer to your home is key in the process. For example, if you live in a home with all bedrooms located on the second floor, the target buyer is **NOT** one who is in need of a downstairs bedroom for their elderly parent. So how do we differentiate and attract the "right" buyer to your home without wasting unnecessary "just looking" time?

Better Homes and Gardens is not just a magazine, Better Homes and Gardens Real Estate has the marketing tools that can provide a seller a marketing plan targeting specific demographics to their home. How is this possible?

Through our relationship with Meredith, the publisher of Better Homes and Gardens magazine, I have exclusive industry access to over 100 million consumers. Utilizing our marketing tool, "Pin Point" will allow direct marketing to this database and easily identify prospective buyers to your home.

As a "Customer Service" Realtor®, it is so important to work outside the box. Adding a home on MLS, Realtor.com, or Zillow is just one of many features to attract a buyer. *My goal is to be more specific and attract the "right" buyer who can come in with great terms and in turn leave you with as much equity as possible.* This will allow you the opportunity to get to your next step in your life.

As you go through the process, *I would be honored to meet with you for an interview.* Selling your home is a big deal and it must be treated as so. Your property is your real estate investment! Who is the right "Realtor" to take care of your investment and provide the highest return? With my "Super Service Every Time" attitude, my strategic marketing plan, and relationships I have outside the area, I believe I can help in any situation. Staying client focused is key to providing great service and in the end a "Client for Life".

Again, I would honor the opportunity to meet with you. You can reach me anytime at 916.765.5488 or jill@jillsellsrealestate.com.

Check your home value today! Get your free home analysis at JillSellsHomes.SmartHomePrice.com or call Jill Van Dusen at 916.765.5488

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/bhgreaalestate/pins/>



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!

VAN DUSEN DISTINCTIVE HOMES ACTIVITY Sales Are not Slowing Down...This Could Be You!

JUST SOLD!



325 9th Street
3 bed/3 ba - 1,908 sq. ft.
\$2,125,000



1511 Olympic Circle
4 bed/3 ba - 2,569 sq. ft.
\$495,000

PENDING!



6019 Marlee Court
3 bed/2 ba - 1,381 sq. ft.

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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Yesterday is history, tomorrow is a mystery, but today is a gift. That's why we call it The Present. – A.A. Milne

ROCKLIN NEIGHBOR
95677- C003



And... SEE WHAT'S INSIDE:

- ◆ Attract the "RIGHT Buyers!"
- ◆ Team Jill Activity



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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 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
2403 Trail Dust Ln	556000	547000	2932	5321 Brookcrest Court	499000	480000	2564
1007 Georgetown Way	599990	593500	3550	5807 Pebble Creek Dr	399000	390000	2124
5615 Grand View Ct	387500	387500	1720	5707 Pearl Dr	369000	371300	1425
713 Gentle Breeze Way	489000	480000	2113	5694 Saratoga Cir	498061	485000	2538
2809 Hillcrest Rd	619000	589000	2807	5806 Addax Ct	451341	440000	2081
4904 Tiverton Ct	526900	515000	2005	3002 Fox Hill	564900	560000	2660
5020 San Francisco St	315000	315000	1792	5703 Lavender Ct	410000	410000	1591
4619 Nassau Ct	659000	648500	3366	5728 Bluffs Dr	449900	445500	2009
1211 Whitney Ranch Pkwy #1022	162000	162000	898	5230 Bay Street	435000	436000	1929
3129 Aaron Dr	515000	508000	2660	3427 Chatham St	469900	469900	1900
2220 Bonney Court	649000	635000	3212	5614 Black Willow St	549900	547000	2960
861 Calico Dr	519000	507500	2561	3065 Hickory Way	370000	370000	1593
4472 Winners Cir	320000	320000	1400	5481 5th St	438490	440000	1834
2940 Gables Ct	347000	347000	1231	3170 Capistrano Way	489000	484000	2044
1511 Olympic Cir	499000	495000	2569	5629 Harvest Rd	375000	390000	1408
4618 Durham Rd	310000	359000	1238	6501 Powder Ridge Dr	475000	473000	2606
2665 Angeles Ct	365000	368000	1544	2809 Beachcomber Dr #1071	227900	233500	1087
5608 Lakepointe Dr #39	803938	769900	3453	2343 Amber Falls Dr	440000	440000	1671
5050 High St	269500	269000	956	3555 Mountain View Dr	435000	412000	1895
1811 Illinois Way #42	324000	324000	1490	2122 Sterling Dr #52	409000	409000	2016
2081 Cobble Hills Ct	430000	420000	1641	3988 Coldwater Dr	500000	488500	1840
5230 Water Lily	415000	380000	1591	5025 Saint Francis	499000	505000	2359
5635 Darby Rd	480000	470000	2624	3400 Argonaut Ave	460000	460000	2758
5869 Devon Dr.	527999	528000	2215	5819 Ford Rd	429500	445000	2224