

## Insight Into Your Real Estate Market

May 2018

### Preparing Your Home For Sale... Yes, In A Seller's market, STAGING Is A Must!

Now that you have decided you are going to list your home, what do you need to do to prepare your home for sale? What will it take for you to get the most equity out of your property?

In today's "SELLERS MARKET", many home owners are missing out and leaving money on the table. Yes, that is correct!!! Can this, be you??

Since we are in a "Seller's market", many home owners think they don't need to Stage their home. That is absolutely false! In today's real estate world, buyer's come across a home and guess what? Pictures are priceless and speak louder than words. First impressions are STILL everything!!!! 99.9% of buyers will see your house online with photos as their first impression. Even placement of the photos is important. If you have a beautiful view and/or backyard, do you place the photo at the beginning or the end? Well of course at the beginning. The highlighted features of your home go first, otherwise buyers skip to the next home and BAM you just lost a potential buyer. Have you created an environment that your house is appealing to the buyer, or will they just skip over your home and go to the competition? This really is up to you because it is all about Staging!!

You may not want to face the "staging" part of listing your home and that is okay. It all depends if you are okay with leaving money on the table or not. To get the most equity out of your home, I recommend the following:

- ◆ Free consultation to go over each room and create a "model like" home. Contact 916.765.5488 for a "staging" consultation
- ◆ Remove the clutter
  1. I will create a list of what will REMAIN, not a list of what to remove
  2. Design your closets to show efficiency and organization not "storage"
- ◆ Furniture
  1. Group furniture
  2. Your "coziness" to a room may seem quite "tight". Just removing or rearranging furniture in a room can show the space a room has to offer
- ◆ Pictures
  1. We love our family and enjoy showing them off. Though this is not the time or the place. Remove personal belongings so in turn the prospective home buyer can see their furniture and belongings in the home.

**Challenge for You...** If you are serious about selling your home and gaining the most equity without having to put a ton of money and effort, I challenge you to visit one of the many

"new" home sales offices. Remember, whatever YOUR price range, there is new home sales competition in our area and YOUR potential buyer is looking at the competition. You want everything the model home has to offer in terms of "staging". The difference, you live in an established neighborhood with either low or no Mello Roos. Already you have great benefits of a re-sale home, so just a few touches to stage your home can make a big difference especially in your pocket book.

If you need assistance and/or just need to have a discussion, call or email me anytime: 916.765.5488 or [jill@jillsellsrealestate.com](mailto:jill@jillsellsrealestate.com). I would be honored to go through your home with you and discuss recommendations based on your goals.

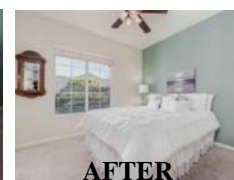
I look forward to hearing from you,  
Jill Van Dusen

### Mazzoni Makover Is Here To Help You!

Remember less is always better when staging.

Here are ways to do so:

- ◆ Declutter
- ◆ Refresh
- ◆ Simplify
- ◆ Organize
- ◆ Repurpose



Please call for a FREE estimate in the Roseville/Rocklin area

Organize Your Home

**MAZZONI MAKEOVERS**

Petie Mazzoni

[petie.mazzoni@gmail.com](mailto:petie.mazzoni@gmail.com)

916.717.4171

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

#### JUST SOLD!



230 Ibis Court  
3 beds 2 baths 1,494 sq ft  
\$380,000



3601 Clover Valley  
6 bed 5 bath 4,176 sq ft  
\$841,000



2301 Pioneer Way  
3 bed 3 bath 2,639 sq ft  
\$699,000



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



2393 Provincetown Way  
5 beds 5 baths 3,750 sq ft  
\$659,500



4000 Jerome Way  
3 beds 2 baths 2,278 sq ft  
\$509,000

#### ACTIVE LISTINGS!

# 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:**

- ◆ **Preparing Your Home For Sale**
- ◆ **Mazzoni Makeover - Home Staging**
- ◆ **Team Jill Activity**



**PacificUnionFinancial**  
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/>

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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 April 2018

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
2259 Wild Plains Cir	645000	640000	3828	6281 Brookshire Dr	985000	950000	3606	3501 Black Oak Dr	849950	882000	3462
2122 Ranch View Drive	609000	590000	3100	4130 Blossomwood Ct	489000	460000	2833	2055 Camp Whitney Cir	555000	555000	2868
709 Gray Dawn Dr	580000	570000	2524	2306 Zephyr Cv #2306	255000	255000	1030	923 Campfire Cir	475000	490000	2399
1200 Whitney Rnch Pky #627	175000	175000	898	703 Wagon Trail Way	507000	510000	2404	5783 Mesa Verde Cir	365000	356778	1610
1603 Redmond Dr	764990	748000	4000	877 Spotted Pony Lane	619500	590000	3278	5704 Terrace Dr	405000	402500	1501
4308 Gentry Way	534102	500000	2591	5520 Adobe Ct	445000	453000	1490	4503 Scenic Dr	390000	390000	1376
935 Old Ranch House Rd	799990	799990	3857	2510 Cowboy Ct	504536	495000	1877	2525 Casa Grande Ct	410000	412000	1557
4014 Cornwall Ct	927711	883571	4752	1211 Reading Way #78	355000	355000	1490	4421 Barrington Ct	975000	975000	4004
6204 Flamingo Way	425000	410000	1736	5596 Hawes Way	453900	453900	1730	2900 Greens Ct	385000	385000	1423
3843 Fenway Ci	619990	619990	3121	5815 Dew Ct	449999	450000	1990	3230 La Paloma Way	509000	509000	2127
5662 Black Willow St	569000	569000	2900	2829 Springfield Dr	480000	485000	1841	5730 Summit Dr	449900	455000	1992
5707 Nolana St	699000	685000	3718	6031 Equestrian Ter	828000	812000	3410	3841 Rawhide Rd	1599000	1510000	6285
3402 Kensington Ct	419900	419000	2068	2304 Putter Ct	485000	489000	2350	4624 Ottawa Ct	624800	614000	2437
5505 Snowbrush Dr	625000	625000	3718	5624 Daffodil Cir	435000	432500	1800	2613 Swindon Ct	525000	530000	1920
2151 Sterling Dr #7	419900	415000	2068	5233 Windham Way	439000	435000	1625	4712 Stuart	474900	495000	1853
3962 Deergrass Cir	539000	535000	2695	6123 Lonetree Blvd	335000	335000	1307	6722 Magnolia Way	417000	418000	1610
5576 Hawes Way	449900	449900	1730	5506 Snowbrush Dr	599000	592500	2960	2807 Ketchikan Dr	570000	560000	2395
5663 Ambassador Dr	465000	460000	2038	4457 Green Mountain Ct	489000	497000	1859	1606 Kentucky Way #55	382000	379000	1490
1807 Kendall Ct	444750	420000	1769	5300 Quane Ct	539000	540000	2079	2640 Angeles Ct	399000	415000	1574
3811 Sylvan D	689000	680000	3043	2229 Solitude Way	575000	602500	2752	1203 Reading Way #74	329000	319000	1083
3811 Northhaven Dr	459000	469000	2117	2325 Canary Dr	425000	425000	1526	5580 S Grove St	388888	400000	1418
3418 Kensington Ct	464000	455000	2277	5654 Saratoga Cir	514900	514900	2757	6375 Rustic Hills Dr	579950	580000	2642
6106 Merganser Ct	449000	446000	2045	1711 Piute St	680000	655000	2981	610 Horizon Cv #2033	259900	257000	1087
4856 Holden Dr	468936	453936	2260	5445 4th St	399000	395000	1336	4121 Meyers Ct	435000	435000	1452
811 Baronial Ln	765000	765000	4543	3918 Sweetwater Dr	550000	545000	1716	3322 Southwind Cir	556888	560000	2134
3385 Oakcreek Dr	629000	600000	3904	5311 Thunder Ridge Cir	539000	515000	2262	3626 Amethyst Dr	490000	505000	1904
868 Calico Dr	589900	590000	3013	2109 Hannah Way	410000	410000	1736	2135 Sterling Dr #14	467000	481000	2277
3325 Midas Ave	475000	460000	2060	4853 Racetrack Cir	350000	355000	1156	3708 Sylvan Ct	765000	775000	3462
3861 Iron Wheel Ct	1174000	1135000	4750	1250 Whitney Ranch Pky #233	191000	220000	1050	2116 Big Sky Dr	525000	535000	2219
4935 Whitney Blvd	399999	415000	1372	5544 Sage Dr	415950	416000	1523	6698 Miravista Dr	899000	907000	3272
2610 Deerwood Ct	390000	392000	1331	2044 Archer Cir	539900	543500	2422	5415 Comstock Court	399000	397000	1600
4449 Greenbrae Rd	865000	845000	3104	5840 Pebble Creek Dr	549900	555000	2701				