



## Insight Into Your Real Estate Market

October 2017

### SPRING OR FALL??

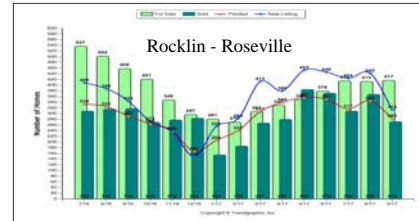
#### WHICH IS REALLY THE BEST SEASON TO LIST YOUR HOME?

Many times people ask me the infamous question.... Isn't Spring the best time to list and sell my home? Shouldn't I wait until March or April when the sun is shining and flowers are blooming?

The statistics show most people wait until spring or summer to list their home. So, why do people list their home during the most competitive time? This may be an individual answer, though what I can tell you is less competition creates an opportunity to maximize the most value for your property.

Second, during this time of year (fall and into the holiday season) people tend to take their home off the market. They don't want to deal with showings and open houses during the holiday season. People often think buyers are no longer looking because of the holidays. Well if that were the case, I could take a two-month vacation. But in reality, this is often my busiest time of year. Buyers just don't "stop" because it is fall or nearing the holidays. They want to get into a property before the end of the tax year, or they want to be in contract and close on their home before the start of the new school semester in January. Closed transactions in December are based on purchase offers in October or November. Closed transactions in January are based on purchase offers in November and December.

The graph to the right shows a decline of listings beginning October, 2016 - December, 2016 with an increase climbing high beginning in March, 2017. Between the months of October - November, 2016 inventory decreased by 17% and new listings decreased by 13% with an increase of sold properties. Between the months of November, 2016 - December, 2016 the inventory decreased by 15% and new listings decreased by 18% with an increase of sold properties. If you are thinking of waiting for the Spring months, inventory increased by over 200% compared to December, 2016 thru March, 2017. Wow, that is a statement for competition!



If you are looking to sell, why wait? Sell now with less competition and maximize the equity and value of your home. Prices have continued to appreciate this year and interest rates remain low. Don't miss your opportunity to list your home during this fall season with less competition. Stand out in the crowd and welcome the "serious" home buyer who wants to purchase a property prior to the end of the year or before the upcoming new school semester in 2018.

If you are thinking of selling your home or just have questions regarding the market, please don't hesitate to reach out. I'm more than happy to sit with you and discuss any questions. This is about YOU and your future goals. It is never too early to start inquiring and putting a plan together. Feel free to contact Jill Van Dusen at 916.765.5488 or

[jill@jillsellsrealestate.com](mailto:jill@jillsellsrealestate.com)

Check your home value today! Get your free home analysis at [JillSellsHomes.SmartHomePrice.com](http://JillSellsHomes.SmartHomePrice.com) or call Jill Van Dusen at 916.765.5488

#### VAN DUSEN DISTINCTIVE HOMES ACTIVITY

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

##### JUST SOLD!



2743 Jody Place  
3 beds 2 baths 2,241 sq ft  
\$658,000



5641 Bruno Place  
3 beds 2 baths 2,500 sq ft  
\$641,000

##### PENDING!



1429 Everett Way  
3 Bed 2 Bath 1577 Sq ft



210 Crenshaw Court  
5 beds 3 baths 2,888 sq

##### ACTIVE LISTING!



4020 Rawhide Road  
5 beds 3 baths 3,169 sq ft  
\$739,000

**I'VE MOVED BACK TO KELLER WILLIAMS!**

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To serve my clients and provide the ultimate customer experience, I've moved back to my Keller Williams Real Estate Family. Keller Williams is a technology company that provides the real estate platform that agents, buyers and sellers prefer. I am excited to be with the #1 real estate franchise\* in the world and look forward to continuing to provide superior customer service with updated technology and professionalism.

\*based on agent count

# The Real Estate Consultant

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*With the new day comes new strengths and new thoughts.*  
~ Eleanor Roosevelt

ROCKLIN NEIGHBOR  
95677- C003



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

- ◆ Which is really the best season to list your home?
- ◆ Jill has moved back to Keller Williams!
- ◆ Updated Sales Activity



**Pacific Union Financial**  
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 September 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
2709 Hidden Trail Loop	731990	731990	3857	5641 Montclair Cir	434500	427500	1835	4335 Lakebreeze Dr	524900	500000	2330
2324 Clubhouse Dr	729900	625000	3912	1678 Iroquois Rd	499000	505000	2266	5626 Saratoga Cir	489900	500000	2081
6228 Flamingo Way	435000	425000	1911	5649 Miners Cir	378500	376500	1490	5761 River Run Cir	419000	415000	1890
4652 Longview Dr	676000	609000	3459	3629 Amethyst Dr	425000	420000	1810	2707 Pecan Ct	449000	428000	2503
705 Gentle Breeze Way	519000	505000	2107	3128 Aaron Dr	545000	548000	2785	962 Browning Ln	549000	549500	2992
4765 Sweeney Circle	459930	481585	2404	6558 Powder Ridge Dr	415000	412500	1650	1916 Hillock Ct	474900	470000	2649
4330 Gentry Way	426945	423669	1676	4880 N Star St	399000	399000	1852	5550 Montclair Dr	474900	480000	2237
5707 Darby Rd	425000	420000	1805	5604 Adobe Rd	439000	434000	1818	5136 Camden Rd	470000	480000	2403
6102 Marlee Circle	295000	290500	1381	5116 De La Rosa Dr	385000	385000	1340	1016 Boardwalk Way #116	295000	292500	1083
5813 Balfor Rd	457950	445000	2056	5006 Charter Rd	389900	390000	1302	5584 W Driftwood Ct	389900	409000	1695
2740 S Whitney Blvd	269000	269000	1335	2419 Pinnacles Dr	370000	370000	1568	5342 Delta Dr	385000	392000	1343
836 Calico Dr	489900	487500	2404	5348 Delta Dr	375000	379500	1343	1381 Skibbereen Way	489900	490000	2081
2221 Boarding House Ct	599900	600000	3720	3911 Norton Ct	899000	875000	3576	2114 Collet Ct	534900	525000	2888
2416 Carr Ct	495000	488000	2347	3745 Argonaut Ave	439000	450000	2012	6313 Gold Finch Ct	520000	525000	2559
2903 Laredo Dr	439990	439990	1618	5400 Portola Cir	424900	410000	1893	4822 El Cortez Dr	295900	295900	1175
4807 Echo Ridge Rd	649950	649950	3288	2927 Cameron Dr	499900	499900	2437	2330 Holly Ct	450000	475000	1481
5726 Jersey Dr	449000	445000	2042	2102 Collet Ct	479000	485000	2046	4443 White Oak Ct	406900	399900	1523
6306 Monument Springs Dr	675000	655000	2762	5017 Charter Rd	380000	380000	1302	6243 Camellia Ct	689000	690000	3155
4815 Whitney Blvd	429000	429000	1856	5295 2nd St	365000	368000	1176	3414 Surrey Ct	349900	337500	1389
6500 Kingbird Ct	499777	495000	2780	5560 Cabrillo Ct	399900	399000	1667	3712 Sylvan Ct	749000	749000	3462
1251 Whitney Ranch Pky #1212	167000	165000	898	6177 Lonetree Blvd	359900	355000	1847	3375 Meadow Way	375000	383000	1462
6500 Hearthstone Cir #211	283900	283000	1195	805 Baronial Ln	699000	699000	4543	4909 Regal Ct	499000	505000	2662
3053 Springview Meadows Dr	298600	304000	948	5532 Freeman Cir	589000	625000	2352	5786 Casa Grande Ave	340000	355000	1214
5241 Levison Way	445000	440000	2068	3147 Stardust St	469500	450000	1674	3897 Sweetwater Dr	545000	545000	2364
6529 Turnstone Way	474900	474900	2326	5101 De La Rosa Dr	425900	414000	1667	4850 High St	285000	273000	1148
5604 New Vista Ct	474500	477000	1636	5625 Summit Dr	475000	475000	1900	5155 Pacific St	219900	208000	909
5501 Peridot Dr	443000	434000	2030	3100 Union St	450000	450000	1893	610 Horizon Cv #2033	240000	242000	1087
4660 5th St	369000	388500	1624	2449 S Whitney Blvd	209000	209000	968	5621 Glen Oaks Dr	419900	430500	1818
784 Sun Bonnet Ct	709000	688000	4153	1617 Poppy Cir	449900	450100	2068	2440 Pinnacles Dr	369900	374000	1543
5617 Saratoga Cir	565000	555000	3059	2703 Genesee Dr	430000	417000	1476	3600 Brighton Ct	425000	435355	1650
5904 Meadowdale Dr	287000	290000	986	5403 San Carlos Way	409900	418000	1908	3191 Black Oak Dr	799000	799000	3068
5651 Ambassador Dr	469900	469900	2230	2715 Hidden Trail Loop	689990	689990	3503				