

Jill Van Dusen's...

The Real Estate Consultant Rocklin



Insight Into Your Real Estate Market SELLERS MARKET

September 2017

Though why are sellers re-negotiating price during the escrow period?

This is a great question and yes, it is true. I cannot advise a seller enough to do their due diligence and have inspections completed **PRIOR** to listing their home. Especially if the home is 15+ years. An investment of \$1,000 can save THOUSANDS!!

Here is what we are experiencing in today's market. A buyer and seller agree on price and all runs smooth until the buyer completes their inspections and a long laundry list of items are discovered. This creates "buyer's remorse", and effects seller's pocket book.

Find out first what needs to be completed on your property prior to listing. Fix what is reasonable and may end up being a huge cost issue. Do your homework prior to selling your home.

I have a client who had a roof inspection completed and there was over \$1,500 of work that needed to be addressed. My client could not afford the costs. The good news is....this was disclosed to the buyer prior to a written offer. The buyer was aware of the roof costs and the seller will not be taking care of it. **It's all about communication up front to prevent renegotiations later.**

When I list a home I emphasize strongly to complete the inspections and knock out most of the list. I'm shocked when I represent a buyer and during the inspection period we are back to renegotiations because there is a leak in the pool, signs of rats eating insulation, roof tiles are broken, GFCI is not installed, and dry rot is found throughout the exterior of the home. The lists can go on and on. The seller often doesn't have time or want to deal with the findings or will provide a large credit to the buyer to just make this list go away. Nobody wants this to happen.

Even though there might be a laundry list of items that may and may not be costly, know up front. This way these items can be disclosed to the buyer even before making the offer. This prevents a lost sale and lost monies to the seller.

ATTENTION: Whether you are a buyer or seller, if you have a story to share where either of the above scenario's effected your sale, I would like to share your story. I want to share both the stories of those who did their due diligence prior to listing their home or a sale that had to be renegotiated due to inspections.

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

Recommended inspections:

- Pest-Dry Rot/Termite Inspection - estimate \$100 - \$125
- Home Inspection - \$500-\$600
- Pool Inspection - \$150 - \$175
- Sewer Inspection - \$150
- Roof inspection - Free

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

JUST SOLD!



1307 Milano Drive #3
2 beds 2 baths 1,633 sq ft
\$292,000



1221 Mercedes Drive
4 beds 3 baths 12,151 sq ft
\$514,000



4880 North Star
4 beds 2 baths 1,852 sq ft
\$399,000



6610 Star Vista Lane
4 beds 3 baths 2,660 sq ft
\$605,000



1319 Berry Creek Road
3 beds 2 baths 1,532 sq ft
\$425,000



5136 Camden Road
4 bed 3 baths 2,403 sq ft
\$480,000

ACTIVE LISTINGS!



210 Crenshaw Court
5 beds 3 baths 2,888 sq ft
\$638,000



2020 Rawhide Road
5 beds 3 baths 3,169 sq ft
\$739,000

COMING SOON!



1429 Everett Way
3 Bed 2 Bath 1577 Sq ft.

I'VE MOVED BACK TO KELLER WILLIAMS!



Jill Van Dusen 916.765.5488 jill@jillsellsrealestate.com jillsellsrealestate.com

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

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!

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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ROCKLIN NEIGHBOR
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Dreams & dedication are a powerful combination.
~ William Longgood



And... SEE WHAT'S INSIDE:

- ◆ **Jill's Moved!**
- ◆ **SellersInspections**
- ◆ **Team Jill 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 August 2017

ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT	ADDRESS	LIST \$	SALE \$	SQ FT
3908 Deergass Cir	515000	515000	2900	6707 Monument Springs Dr	899500	890000	4514	3130 Capistrano Way	479000	479000	2048
4819 Holden Dr	421079	425255	1788	4916 Charter Rd	510000	510000	1826	3260 Outlook Dr	420000	430000	1988
5257 Leivson Way	509000	492000	2068	6204 Lonetree Blvd	350000	340000	1771	4608 Clay Ct	524900	524900	2719
607 Open Range	539999	539999	3066	2921 Laredo Dr	439990	439990	1609	6550 Nebula Ct	520000	520000	2529
2812 Club Dr	489000	480000	2289	3969 Coldwater Dr	435000	436500	1698	3670 Emerson St	375000	385000	1578
4825 Holden Dr	438869	441587	2260	5633 Grand View Ct	479500	479500	1900	1828 Sorrell Cir	779900	780000	4148
4821 Holden Dr	458403	465061	2231	3807 Sylvan Dr	675000	675000	3043	5652 Saratoga Cir	498000	498000	2538
2589 W Clubhouse Dr	859000	840000	3256	3090 Black Oak Drive	749800	705000	3239	6109 Lonetree Blvd	340000	340000	1771
1851 Sorrell Cir	699000	699000	4532	2876 Hillcrest Dr	459900	461000	1874	6340 Curlew Ct	500000	500000	2331
6305 Galaxy Ln	699000	699000	3507	6571 Hearthstone #1334	194000	194000	816	3214 Burlwood Ct	480000	490000	2043
1659 Abilene Cir	528500	517000	2921	5760 Morningside Ct	629000	629000	2617	4040 E Midas Ave	365000	360000	1176
4811 Blaydon Rd	570000	560000	2545	2143 Ranch View Dr	528900	525000	2861	4107 Autumnwind Ct	499000	495000	2833
2342 Canary Dr	437000	437000	1911	3406 Terrace Pl	389000	399000	1577	6094 Woodside Dr	279900	281000	1080
5701 Secret Creek Dr	749900	750000	2564	5002 Bradford Dr	424500	424500	1766	5859 Devon Dr	459900	460000	2215
3250 Midas Ave	475000	465000	2320	2676 Flintlock Ln	459999	470000	2394	1203 Reading Way #74	299999	305000	1083
5120 Aktis Ct	630000	630000	3500	3908 Woodhouse Ct	899900	889000	3262	4902 Regal Ct	525000	530000	2366
6612 Clapper Rail Ct	459995	459995	2591	3115 Strand Rd	499900	505000	2650	2237 Apple Grey Ct	650000	650000	3830
4507 Mountaingate D	580000	580000	2998	4115 Secret Ravine Way	439000	446500	1662	5516 Portola Cir	339000	345000	1313
2326 Canary Dr	395000	380000	1526	2500 Mossy Oak Ct	530000	542000	2604	5757 Cobblestone Dr	425000	425000	1676
4018 Cornwall Ct	849000	830000	3446	3211 Outlook Dr	499900	505000	1988	3503 Saberton Court	485000	485000	1986
1641 Poppy Cir	529900	510000	2729	5900 Cottonwood Ct	379000	372000	1546	4909 Tiverton Ct	675000	680000	2005
5368 Hidden Glen Dr	625000	615000	2699	5731 Jersey Dr	434950	435000	1893	2015 Taft Dr	483500	470000	1859
979 Dusty Stone Loop	719990	727865	3750	1505 Peninsula Dr	689000	660000	3106	6500 Hearthstone #212	279000	284000	1195
3133 Aaron Drive	470000	477000	2284	2234 Telegraph Hill Ct	594500	590000	3498	3532 Broadstone Ct	605000	618000	2600
3913 Woodhouse Ct	919000	920000	3236	3423 Chatham St	405000	405000	1614	2933 Avon Rd	409000	420000	1889
2595 Clubhouse Dr	659900	655000	2828	2912 Christopher Ct	399950	395000	1921	2858 Hillcrest Rd	495000	504000	1874
4441 Pebble Beach Rd	625000	625000	2967	3410 Milburn St	379900	385000	1417	2315 Holly Ct	415000	415000	1481
5653 Summit Dr	385000	385000	1614	5645 Mapleidge Ct	285000	282000	1251	5631 Bolton Way	392500	400000	1694
3454 Parker St	399900	395000	1614	5461 Paragon Ct	445000	445000	1736	5628 Daffodil Cir	409900	409900	1591
5345 Delta Dr	400000	391500	1951	3925 Rutlan Ct	889999	857000	3769	4990 High St	369000	359000	1796
3208 Camelot Dr	516000	515000	2838	5467 Coronado Way	379500	385000	1512	2310 Zephyr Cv	249000	250000	1087
805 Morning Dove Ln	425000	425000	2183	4737 Corona Cir	469900	455000	2067	5417 2nd St	370000	370500	1300
4644 Mountaingate Dr	475000	473000	2320	5917 Allan Dr	349999	356000	1247	2469 Pinnacles Dr	358000	367100	1553
3140 Argonaut Ave	445500	425000	2433	1637 Redmond Dr	639500	639500	3341	5627 Harvest Rd	375000	388000	1244
4060 Silver St	574999	575000	2171	3535 Pleasant Creek Dr	850000	850000	4228	4015 Legend Dr	1162500	1155000	4239
5170 Camden Rd	509000	515000	2575	2548 W Clubhouse Dr	699000	699000	3607	2198 Hannah Way	430000	432000	1860
5508 Sage Dr	434999	420000	1876	2153 Arnold Dr	489000	489000	2864	2942 Twin Creeks Ln	315000	315000	1319
2115 Sterling Dr #21	439000	435000	2068	5625 Darby Rd	414900	407500	1684	4609 Ottawa Ct	575000	575000	2046
1545 Rochester Way	599900	615990	3525	2030 Taft Dr	499900	510000	2156	2810 Beachcomber Dr East	239900	244000	1087
2419 Saint Andrews Dr	650000	650000	2812	5726 Cobblestone Dr	375000	375000	1578	4415 Winners Cir	350000	352000	1161
4335 Sandhurst Way	675000	675000	2542	2607 Swindon Ct	399000	407500	1920	2108 Great Divide Way	449000	453000	2021
3310 Black Oak Dr	700000	707200	2614	2908 Christopher Ct	419950	424000	1905	5206 Silver Peak Ln	700000	700000	3059
1600 Kentucky Way	340000	340000	1490	2171 Red Setter Rd	539000	539000	3229	5340 3rd St	350000	345000	1321
2557 Pinnacles Dr	355000	365000	1600	2025 Taft Dr	461000	461000	1859	708 Horizon Cove #2038	239900	250000	1030
2104 Collet Quarry Dr	449000	439000	2078	6224 Arctic Loon Way	438000	445000	1860	4417 Green Mountain Ct	434900	445000	2060

For a tour of any new listings including REO properties, please contact Jill Van Dusen 916.765.5488 or email jill@jillsellsrealestate.com BRE #01721219