

Your Local Market Decision Guide

Turn big headlines into a grounded next move.

THE LOCAL LENS

National news cannot tell you how a particular Roseville or Placer County home will perform. Request a dated neighborhood snapshot for your price band and property type.

1 Read supply and pace together

Ask for active inventory, new listings, closed sales and days on market over a defined period. Distinguish listing prices from closed-sale prices.

2 Look for negotiating clues

Review price reductions, competing homes and verified concessions where available. The overall market does not guarantee leverage on a specific property.

3 Plan for more than one outcome

Buyers: set a payment limit and walk-away terms. Sellers: choose a preparation budget and a review date. Build a plan that still works if rates or costs change.

ONE USEFUL QUESTION

What has changed in my exact neighborhood over the last 30–90 days?

Bring this question to your next conversation. A clear answer can make the next decision feel much easier.

YOUR NEXT STEP • Complete your personal plan on page 2.

Make it personal.

Use this page to focus your next conversation.

Neighborhood / property type / price band

Snapshot date / data source / period

Active homes / closed sales / days on market

Recent price reductions / relevant concessions

My decision / deadline / biggest unknown

LET'S BUILD YOUR NEXT STEP

Reply MARKET with your neighborhood or target area and price range. I'll prepare a current local snapshot to help you decide.



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