

Real Estate Services Proposal

Prepared Especially for:
Terry Kermit Killian

For Marketing the Property Located at:
2503 Del Sur

Prepared by:

**Jo Ann Outland, NRBA, CDPE, CDSF
Owner / Broker**

Office: 805-481-3939

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Outland & Associates Real Estate

2665 Shell Beach Rd, Ste J1
Pismo Beach, CA 93449

Date: July 29, 2019



July 29, 2019

Terry Kermit Killian
2503 Del Sur
Santa Maria, Ca 93455

Dear Mr. Killian:

Thank you very much for giving me the opportunity to present the enclosed proposal to market your home. I appreciate the time you spent with me reviewing the features of your home and outlining your financial goals and time considerations.

You will receive competent and professional service when you select me and Outland & Associates Real Estate to represent you. We have represented many families in this area concluding transactions that realize maximum value in a reasonable time. I hope you will select me as your agent in this very important transaction.

This proposal includes a comprehensive market analysis that will assist us in determining the market value and pricing of your home. I hope the information included on me and Outland & Associates Real Estate will confirm that I am best qualified to market your home.

Sincerely,

Jo Ann Outland, NRBA, CDPE, CDSP
Owner / Broker, REALTOR®



Why use a REALTOR®?



When selling your home, your REALTOR® can give you up-to-date information on what is happening in the marketplace including price, financing and terms of competing properties. These are key factors in a successful sale of your property at the best price in the least amount of time.

Only real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® are properly called REALTORS®. REALTORS® subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate. They are committed to treat all parties to a transaction honestly. REALTOR® business practices are monitored at local board levels. Arbitration and disciplinary systems are in place to address complaints from the public or other board members.

Your REALTOR® can help you objectively evaluate every buyer's proposal and then help write an appropriate legally binding sale agreement. Between the initial sales agreement and settlement, questions may arise. For example, unexpected repairs may be required to obtain financing or a problem with the title is discovered. Your REALTOR® is the best person to help you resolve those issues and move the transaction to settlement.



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Determining the Value of Your Home

A Comparative Market Analysis (CMA) is essential to determine the value of residential property. Location and characteristics of the property are the key elements in determining value. Therefore, the basis for valuation is similar properties in your area. The market analysis takes into account the amount received from recent sales of comparable properties and the quantity and quality of comparable properties currently on the market. The desired end result is to find a price that will attract a willing and able buyer in a reasonable time.



Once the value of your home has been determined, you can decide on an offering price that will achieve your goals. Generally, the price should not exceed the value by more than 5% or potential buyers may not even make offers. Naturally, if you want to sell quickly your asking price should be very near the value.

The following are a few things to keep in mind about pricing:

- ❖ Realistic pricing will achieve maximum price in a reasonable time.
- ❖ Your cost or profit desire is irrelevant; the market determines the price.
- ❖ The cost of improvements are almost always more than the added value.
- ❖ Houses that remain on the market for a long time do not get shown.
- ❖ A house that is priced right from the beginning achieves the highest proceeds.

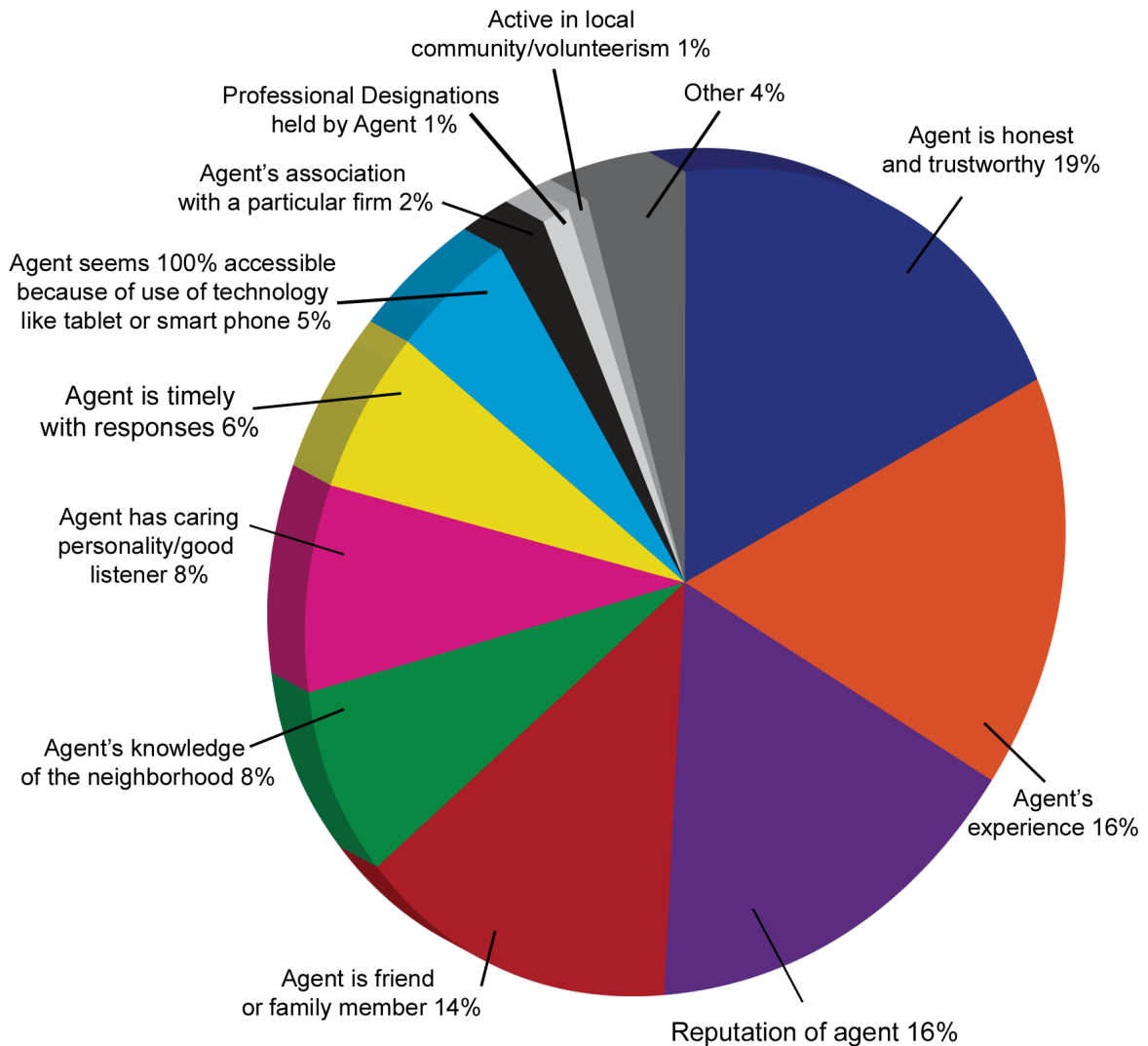


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Important Factors In Choosing A Real Estate Agent

A variety of factors influence a seller's decision to list with a particular real estate agent.



Source: National Association of Realtors®
Profile of Home Buyers and Sellers.

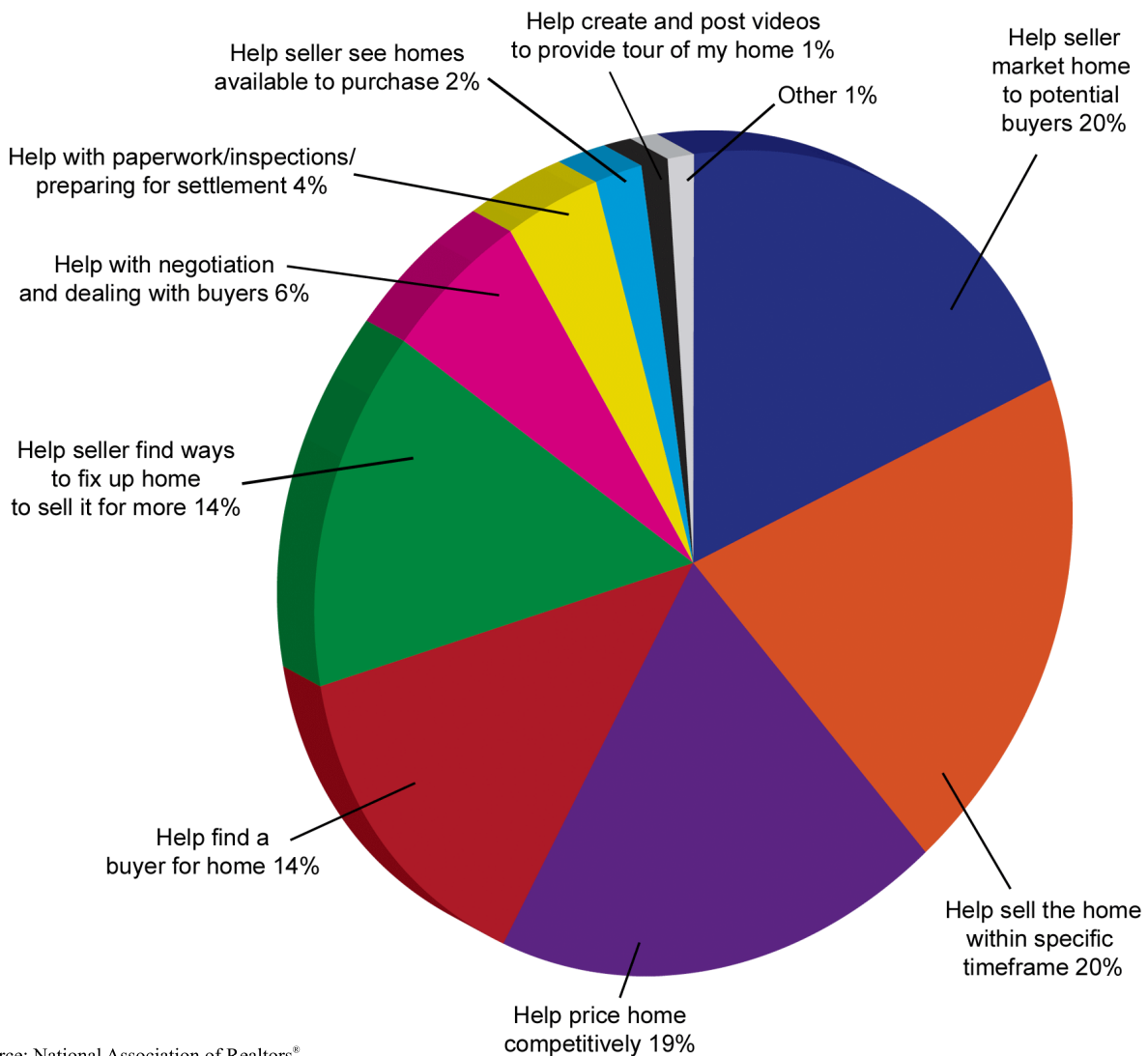


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What Sellers Want Most From Real Estate Professionals

Real estate agents can best serve their clients when they fully understand what their clients expect from them.



Source: National Association of Realtors®
Profile of Home Buyers and Sellers.



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Subject Property Profile for

2503 Del Sur



The following features have been identified to aid in the search for properties that are comparable to yours. This will help in determining proper pricing for your home.

<i>City:</i> Santa Maria	<i>County:</i> Santa Barbara	<i>Year Built:</i> 2003
<i>Acres:</i> 0.14	<i>Tot SqFt:</i> 2150	<i>Levels:</i> 2
<i>Exterior:</i> Stucco	<i>Bedrooms:</i> 4	<i>Full Baths:</i> 2
<i>Half Baths:</i> 1	<i>Heating:</i> Forced Air	<i>Cooling:</i>
<i>Fireplace:</i>	<i>Parking:</i> 2	<i>Foundation:</i> Slab
<i>Floors:</i>	<i>Roof:</i> Concrete Tile	<i>Int Feat:</i>
<i>Int Feat:</i>	<i>Ext Feat:</i>	<i>Ext Feat:</i>
<i>Appliances:</i>	<i>Appliances:</i>	<i>View:</i> Neighborhood/mnts
<i>Lot Desc:</i>	<i>Site Imprv:</i>	<i>Site Imprv:</i>



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Comparative Market Analysis Summary

Currently On The Market

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Fbath</u>	<u>Hbath</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
2547 Logan Drive	One	3	2		1944		\$495,000
2750 Niverth Place		4	2	1	2113		\$499,000
928 Sloan Terrace	Two	3	2	1	2364		\$506,500
2710 Niverth Place	Two	4	2	1	2364		\$510,000
2614 Calderon Drive	Two	3	3		2570		\$535,000
635 Annie Way	Two	3	3		2570		\$549,000

Average of 6 Properties: \$515,750 *Min:* \$495,000 *Max:* \$549,000 *Median:* \$508,250

Under Contract

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Fbath</u>	<u>Hbath</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
1041 Terrace Avenue		4	3		2184		\$537,000

Average of 1 Properties: \$537,000 *Min:* \$537,000 *Max:* \$537,000 *Median:* \$537,000

Recently Sold

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Fbath</u>	<u>Hbath</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
2404 Bowles Lane	Two	3	2		2570	\$520,000	\$525,000

Average of 1 Properties: \$520,000 *Min:* \$520,000 *Max:* \$520,000 *Median:* \$520,000

Off The Market

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Fbath</u>	<u>Hbath</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
2517 Logan Drive		3	3		2570		\$545,000
2524 Bowles Lane	Two	4	3	1	2874		\$569,000

Average of 2 Properties: \$557,000 *Min:* \$545,000 *Max:* \$569,000 *Median:* \$557,000



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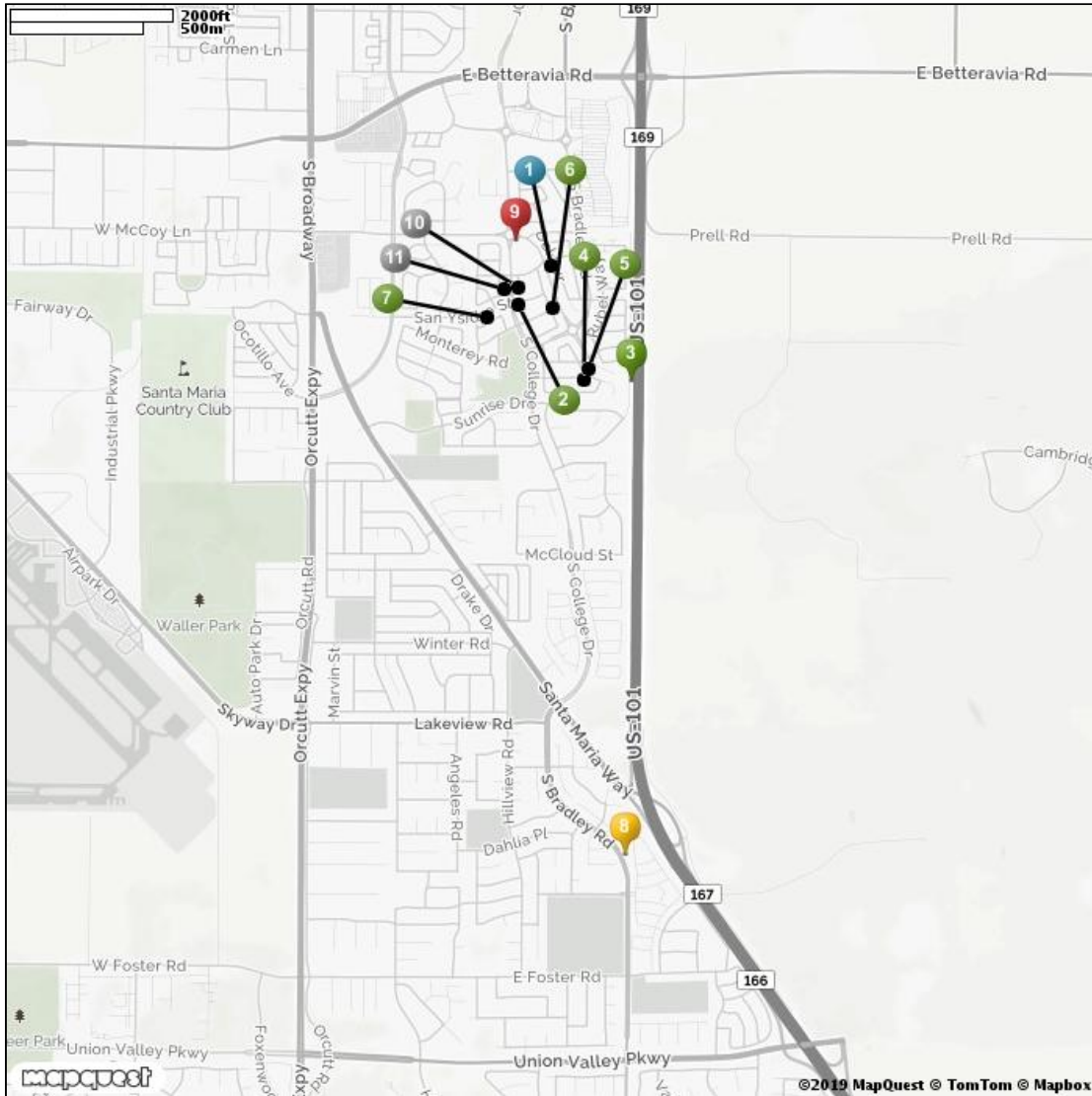
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Map of Comparable Properties



<u>Ref #</u>	<u>Status</u>	<u>Address</u>
1	Subject Property	2503 Del Sur
2	Currently On The Market	2547 Logan Drive
3	Currently On The Market	2750 Niverth Place
4	Currently On The Market	928 Sloan Terrace
5	Currently On The Market	2710 Niverth Place
6	Currently On The Market	2614 Calderon Drive
7	Currently On The Market	635 Annie Way
8	Under Contract	1041 Terrace Avenue



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List of mapped properties continued...

<u>Ref #</u>	<u>Status</u>	<u>Address</u>
9	Recently Sold	2404 Bowles Lane
10	Off The Market	2517 Logan Drive
11	Off The Market	2524 Bowles Lane



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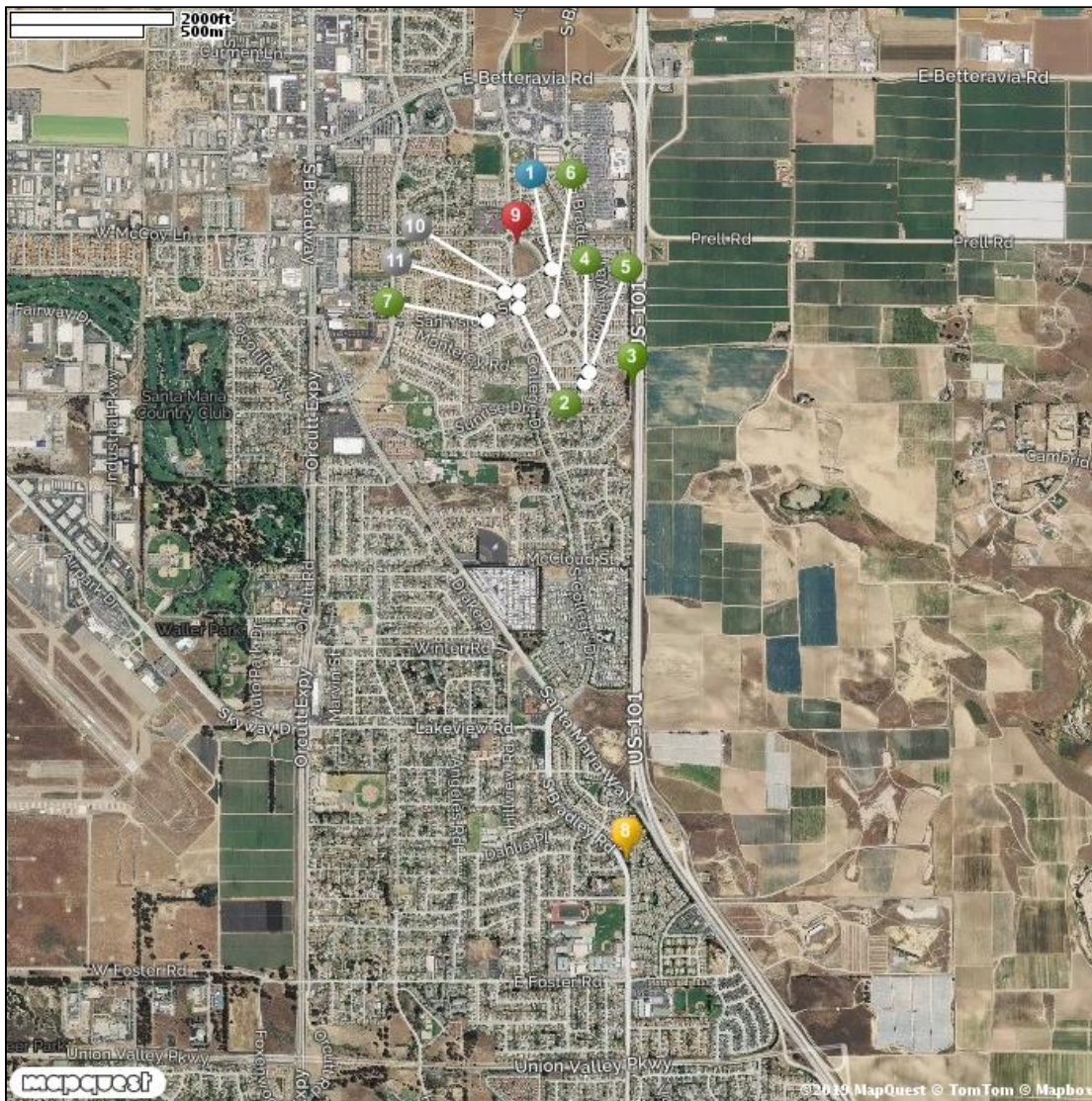
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Currently On The Market

2547 Logan Drive

List Price: \$495,000

DOM: 41

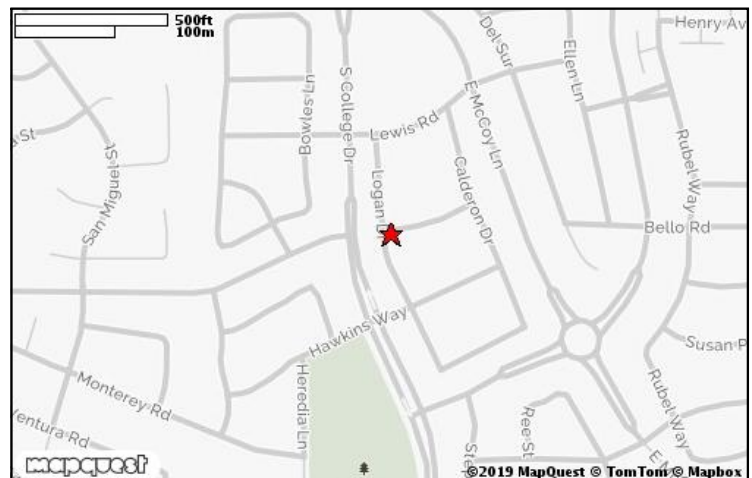


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2004
Acres: 0.14
Tot SqFt: 1944
Levels: One
Exterior:
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors:
Roof: Clay
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

In this prestigious Bradley Square home, you are met with light and airiness that will please all of your senses. This 3 bedroom, 2 bath home features vaulted ceilings with an open kitchen for casual or formal dinners, and a large center breakfast bar for conversational breakfasts as a family. Large master bedroom at the other end of the house all by itself, has a master bath all your friends will envy, with enough room for a sitting area. Beautiful upgraded tile and wood floors throughout. The large soaking tub is separate from the shower and the master also provides easy access to your back yard. The large walk-in closet will fit your wardrobe with room to add more after a great day of shopping, Beautiful, lovingly placed landscape and a west facing yard. Dont miss this on



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Additional Photos

2547 Logan Drive

List Price: \$495,000

DOM: 41



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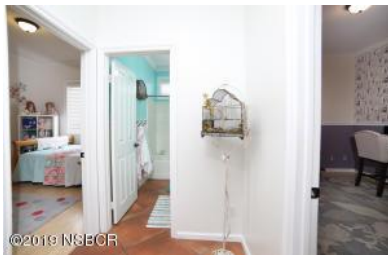
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Currently On The Market

2750 Niverth Place

List Price: \$499,000

DOM: 59

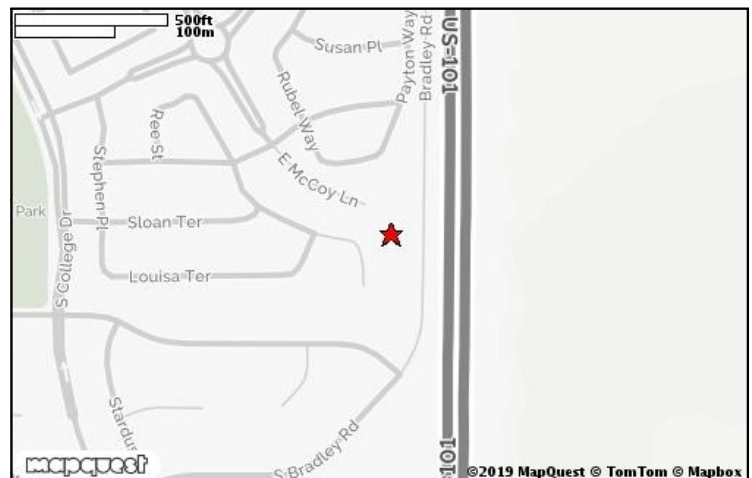


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2005
Acres: 0.12
Tot SqFt: 2113
Levels:
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths: 1
Heating: Floor Furnace
Cooling: Ceiling Fans
Fireplace: Family Room
Parking: Attached Garage
Foundation: Slab
Floors:
Roof: Concrete
Int Feat:
Int Feat:
Ext Feat: Fenced Yard
Ext Feat: Decks

Description

2750 Niverth Place is a highly sought-after opportunity to purchase a split level, cul-de-sac located, open floor plan Bradley Square home situated on a 5,227 square foot lot in expanding Santa Maria. Sunlight pours through the large front room windows with an intentionally designed eating nook directly to the north. The tidy well-spaced upgraded kitchen is an ideal hub to gather, cook delicious meals with family, and enjoy the precious feeling of home. Special memories will be made around the gas burning fireplace in the open floor plan vaulted ceiling family room. The private master bedroom is attached to the master bathroom and spacious walk in closet. 3 additional well-lit bedrooms connect to a bonus room that connects to the outdoor patio of this centrally located home.



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List Price: \$499,000

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OUTLAND & ASSOCIATES

Currently On The Market

928 Sloan Terrace

List Price: \$506,500

DOM: 40

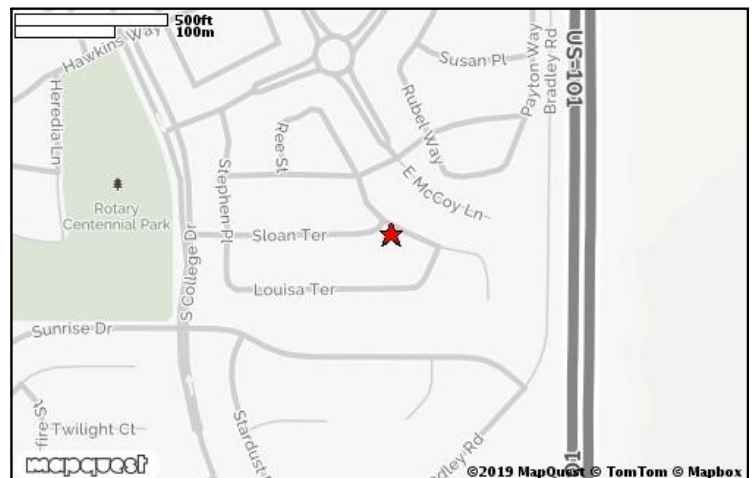


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2005
Acres: 0.13
Tot SqFt: 2364
Levels: Two
Exterior: Wood Siding
Bedrooms: 3
Full Baths: 2
Half Baths: 1
Heating: Forced Air
Cooling: None
Fireplace: Gas Jets
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Concrete
Int Feat: Pantry
Int Feat: Security Alarm
Ext Feat: Fenced Yard
Ext Feat:

Description

Every thing you have been looking for is waiting for you on the Central Coast. This luxurious lifestyle includes one of convenience. This active community offers many social gatherings & vineyards. Located minutes from the freeway, you are sure to find amazing culinary experiences, boutique shopping, fine arts & recreation, walking distance to parks. This is the Classic home to make your move. Elegant vaulted ceilings for a grand entry to formal living space. Featuring exquisite finishes & attention to detail. Quality upgrades, tile & exotic hard wood floors 3 Bedrooms lavished w/ extra thick padding under the carpets. Bonus room could be your office. Master jet tub/shower. Kitchen extras instant hot water, stainless appliances, Granite tile counters, open gathering space into den w/ fireplace.



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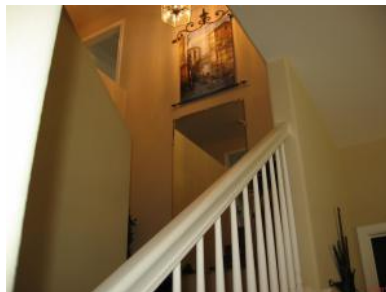


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Currently On The Market

2710 Niverth Place

List Price: \$510,000

DOM: 10

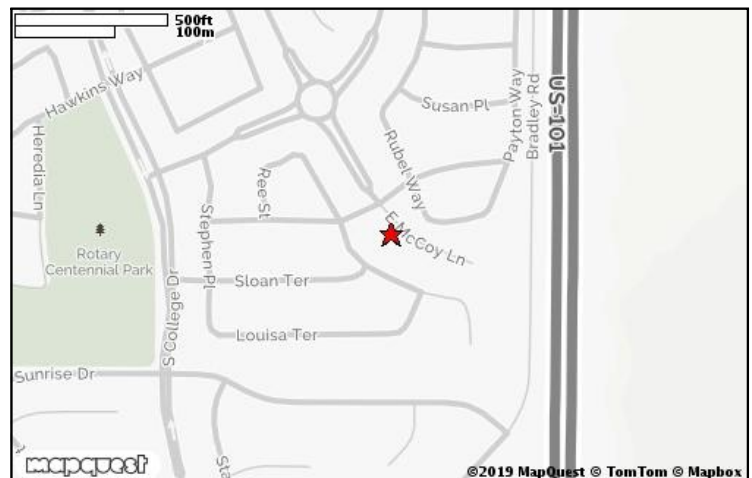


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2005
Acres: 0.16
Tot SqFt: 2364
Levels: Two
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths: 1
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Family Room
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Tile
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat:

Description

Welcome to The Classics at Bradley Square. Built new in 2005, this updated home features four bedrooms, two full baths and one half bath. The home measures 2,364 SqFt +/- on a 6,970 SqFt +/- landscaped lot. Downstairs, you'll find the light & bright kitchen with tasteful concrete counter tops and wood-style tile flooring. There are separate, expansive living and family rooms with a fireplace, a separate dining area leading out to the back yard, one bedroom, a half bath and a two car direct access garage. Upstairs, you'll find the spacious master suite with walk-in closet, two more generous bedrooms and a second full bath along with a separate laundry room. Conveniently located to Rotary Centennial Park and surrounding parks, shopping and schools, this home will not disappoint!



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Currently On The Market

2614 Calderon Drive

List Price: \$535,000

DOM: 175

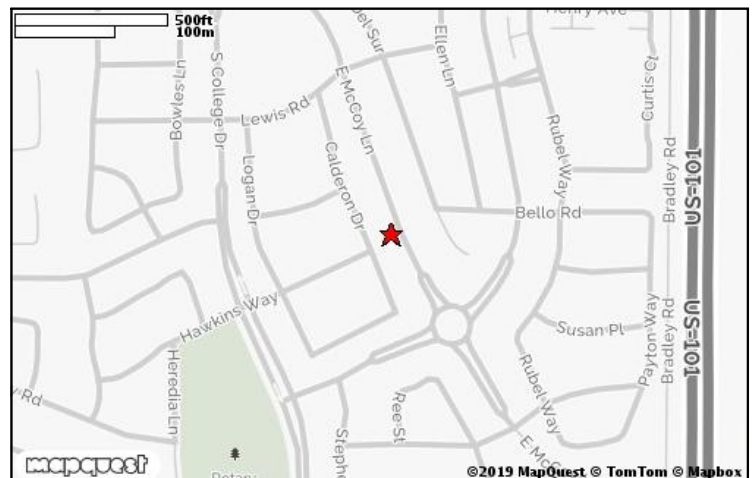


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2004
Acres: 0.14
Tot SqFt: 2570
Levels: Two
Exterior: Brick/Stone
Bedrooms: 3
Full Baths: 3
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace: Gas Jets
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Concrete
Int Feat: Hand Rails
Int Feat: Cathedral Ceilin
Ext Feat: Fenced
Ext Feat: Yard Sprinklers

Description

Upscale residence in the desirable Traditions at Bradley Square neighborhood! This move-in ready "Plan Five" is situated in an established enclave of homes with tasteful architectural details and a convenient location near Rotary Centennial Park, Enos Ranch, and the Crossroads Center. Approaching the home you are greeted with whimsical stone accents, and an idyllic front porch that give the home fantastic curb appeal. With nearly 2,600 square feet of living space, the floor plan is versatile and lives like a single level. Stepping into the entry, with a stylish floor detail, you'll find an adjacent den which is a flexible space that can be used as a guest room or office. With attractive granite countertops, abundant cabinetry, and a breakfast bar, the kitchen is ideal for entertaining



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Currently On The Market

635 Annie Way

List Price: \$549,000

DOM: 28

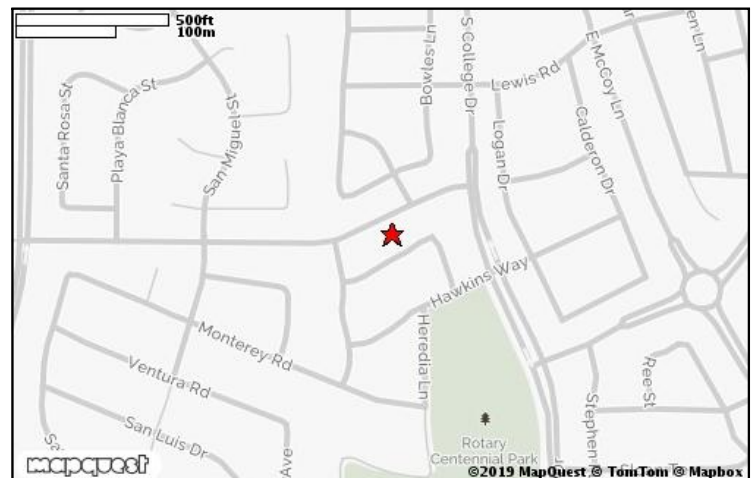


Property Details

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County: Santa Barbara
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Acres: 0.10
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Levels: Two
Exterior: Stucco
Bedrooms: 3
Full Baths: 3
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Tile
Roof: Concrete
Int Feat: Pantry
Int Feat: Cathedral Ceilin
Ext Feat: Fenced Yard
Ext Feat: Yard Sprinklers

Description

Nothing on the market like this gem! Features all new flooring, light fixtures, paint, hardware, and designer touches. This nearly 2600 square foot house is located in the very desirable Bradley Square and backs up to a quiet street. Its 3 bedrooms (plus a bonus room), 3 bathrooms, is situated in a location that has an abundance of natural lighting. The back yard has been started and awaits your creative embrace to design the ultimate entertainers delight!



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OUTLAND & ASSOCIATES

Additional Photos

635 Annie Way

List Price: \$549,000

DOM: 28



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Under Contract

1041 Terrace Avenue

List Price: \$537,000 DOM: 7

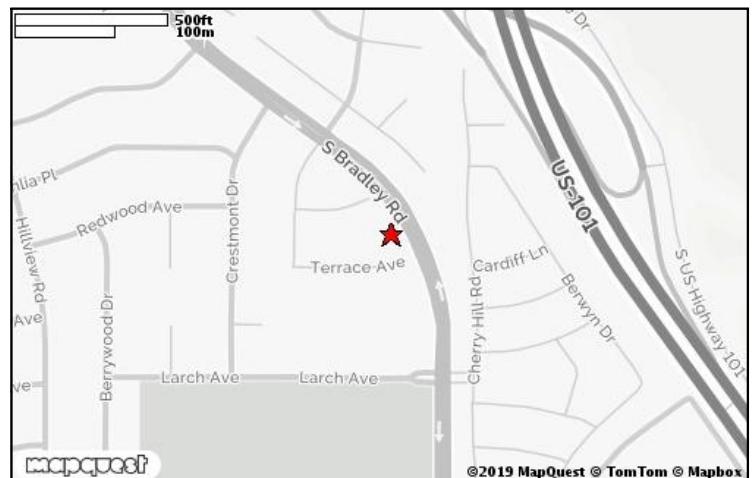


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 1980
Acres: 0.19
Tot SqFt: 2184
Levels:
Exterior: Stucco
Bedrooms: 4
Full Baths: 3
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Living Room
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat: Patio
Ext Feat: Patio Covered

Description

Beautifully updated home in the Orcutt school district. Nice 650sq/ft shop with 2 parking spots and workshop area. RV parking! Did I mention the house? Quartz counters. Lovely flooring and way more! You need to call your Realtor and come look because this will not last!



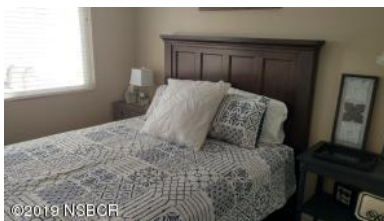
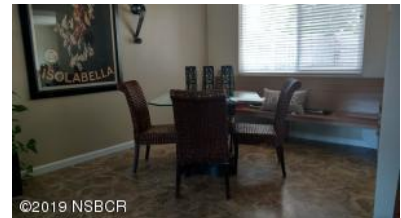
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Additional Photos

1041 Terrace Avenue

List Price: \$537,000 DOM: 7



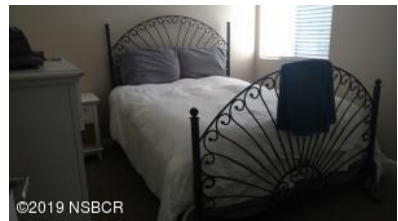
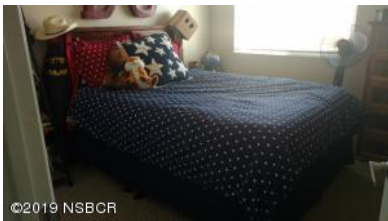
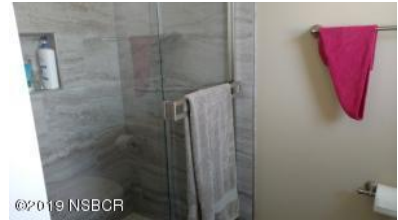
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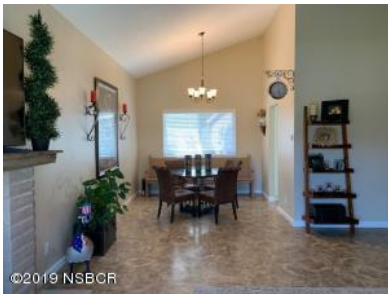
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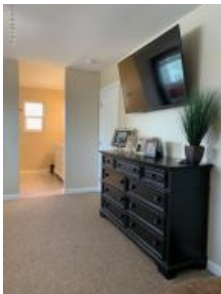
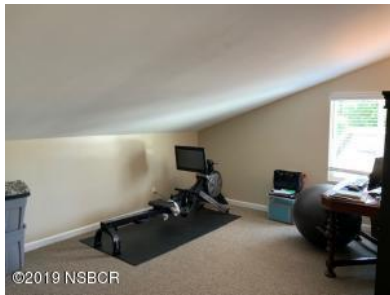
OUTLAND & ASSOCIATES

Additional Photos

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List Price: \$537,000

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Recently Sold

2404 Bowles Lane

List Price: \$525,000 Sold Price: \$520,000 DOM: 25

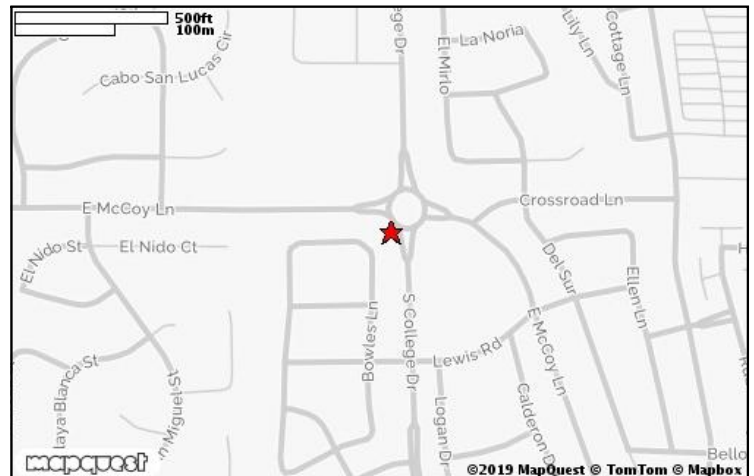


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2003
Acres: 0.16
Tot SqFt: 2570
Levels: Two
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Gas Logs
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Concrete
Int Feat: Pantry
Int Feat: Cathedral Ceilin
Ext Feat: Fenced Yard
Ext Feat: Yard Sprinklers

Description

WOW! This home is a 10 & will sell itself when you see it! Has new carpet & touch up interior painting. Interior was painted last year. This is a large, beautiful 2 story home located in Traditions. It is located in the southern tip of Santa Maria. It is close to newer shopping, restaurants, & Centennial Rotary Park, a hub of community events & sports. The Living Room has a 22 feet sloped ceiling & features a fireplace, gas log, & sliding glass door to the backyard. It sides to the breakfast bar & kitchen for easy living & entertaining. The first floor has an extra front room that could be an office, formal dining room or bedroom without closet. There is a downstairs bathroom with large walk in shower. The laundry room is off hallway. The Master Bedroom suite is downstairs. PLEASE REA



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Additional Photos

2404 Bowles Lane

List Price: \$525,000 Sold Price: \$520,000 DOM: 25



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Additional Photos

2404 Bowles Lane

List Price: \$525,000 Sold Price: \$520,000 DOM: 25



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Additional Photos

2404 Bowles Lane

List Price: \$525,000 *Sold Price:* \$520,000 *DOM:* 25



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Off The Market

2517 Logan Drive

List Price: \$545,000

DOM: 7



Property Details

City: Santa Maria

County: Santa Barbara

Year Built: 2004

Acres: 0.15

Tot SqFt: 2570

Levels:

Exterior:

Bedrooms: 3

Full Baths: 3

Half Baths:

Heating: Forced Air

Cooling: Other

Fireplace:

Parking: Attached Carport

Foundation: Slab

Floors:

Roof: Tile

Int Feat:

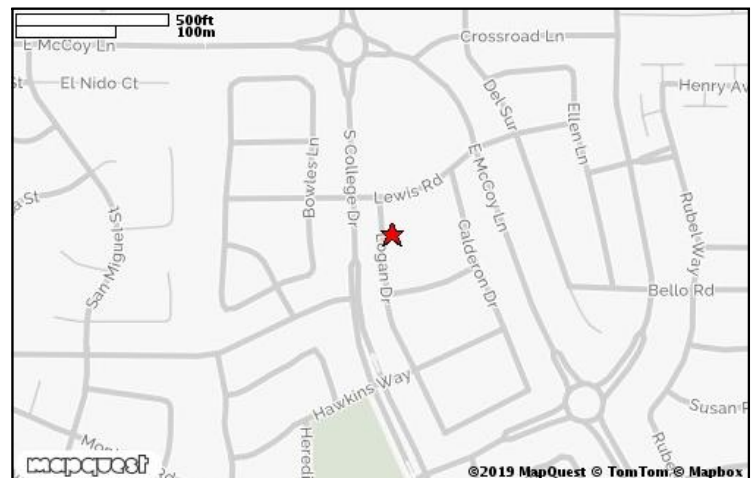
Int Feat:

Ext Feat:

Ext Feat:

Description

Beautiful two-story home located in the desirable Bradley Square. This TRADITIONS home boasts 2,570 sq. ft. but still provides a cozy feel that families desire. Naturally lighted this home offers amenities such as a lower level grand master suite with a large walk in closet, en suite with separate garden tub, large glass door shower and dual sinks. The lower level also includes an extra room that can be used as a home office or family room and a beautiful kitchen. The upper level offers 2 bedrooms with a Jack and Jill bathroom and an open loft area that overlooks the lower level. Other home features include: tiled floor entrance, a great room with fireplace, beautiful dining area, breakfast bar; indoor laundry room and a nice yard with patio. Call to schedule a showing!



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OUTLAND & ASSOCIATES

Additional Photos

2517 Logan Drive

List Price: \$545,000 DOM: 7



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Additional Photos

2517 Logan Drive

List Price: \$545,000 DOM: 7



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Additional Photos

2517 Logan Drive

List Price: \$545,000

DOM: 7



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Off The Market

2524 Bowles Lane

List Price: \$569,000

DOM: 18

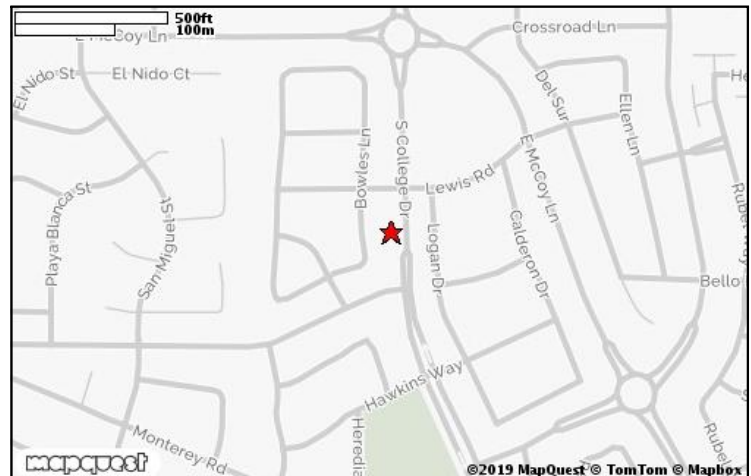


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2004
Acres: 0.14
Tot SqFt: 2874
Levels: Two
Exterior: Stucco
Bedrooms: 4
Full Baths: 3
Half Baths: 1
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Family Room
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Concrete
Int Feat: Dual Pn Windows
Int Feat: Cathedral Ceilin
Ext Feat: Hot Tub/Spa
Ext Feat: Decks

Description

Beautiful 4 bedroom 3 1/2 bath home with detached casitas. This home is perfect for entertaining with an open concept design featuring a large family room and gourmet kitchen (new stainless appliances w/double oven, newly custom built island & pantry) nook, as well as a separate dining/living space. There is one bedroom with an attached bath downstairs used as master, as well as a half bath. Upstairs features three large bedrooms. Two guest bedrooms with recently updated jack and jill bath, a large master bedroom with walk in closet and elegant bath and laundry room upstairs. This home is walking distance to shopping, parks and so much more! The backyard is low maintenance with beautiful entertaining area featuring pergola & gas fire pit. All weather turf and custom gate in front yard.



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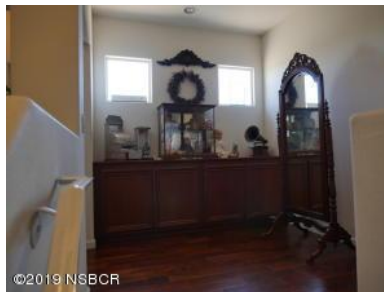
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Additional Photos

2524 Bowles Lane

List Price: \$569,000

DOM: 18



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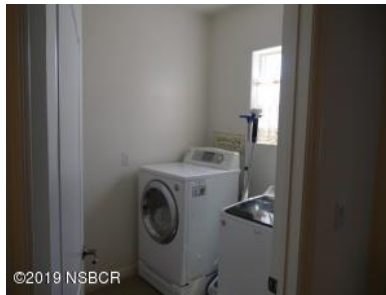
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Additional Photos

2524 Bowles Lane

List Price: \$569,000

DOM: 18



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Comparative Market Analysis

	2547 Logan Drive	2750 Niverth Place	928 Sloan Terrace	2710 Niverth Place	2614 Calderon Drive
					
Status	A	A	A	A	A
List Price	\$495,000	\$499,000	\$506,500	\$510,000	\$535,000
List\$ SqFt	\$255	\$236	\$214	\$216	\$208
Sold Price					
Sold\$ SqFt					
Contract Date					
Sold Date					
DOM	41	59	40	10	175
City	Santa Maria	Santa Maria	Santa Maria	Santa Maria	Santa Maria
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	2004	2005	2005	2005	2004
Acres	0.14	0.12	0.13	0.16	0.14
Tot SqFt	1944	2113	2364	2364	2570
Levels	One		Two	Two	Two
Exterior		Stucco	Wood Siding	Stucco	Brick/Stone
Bedrooms	3	4	3	4	3
Full Baths	2	2	2	2	3
Half Baths		1	1	1	
Heating	Forced Air	Floor Furnace	Forced Air	Forced Air	Forced Air
Cooling	Ceiling Fans	Ceiling Fans	None	Ceiling Fans	None
Fireplace		Family Room	Gas Jets	Family Room	Gas Jets
Parking	Attached Garage	Attached Garage	Attached Garage	Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	Slab	Slab
Floors			Carpet	Carpet	Carpet
Roof	Clay	Concrete	Concrete	Tile	Concrete
Int Feat			Pantry	Dual Pn Windows	Hand Rails
Int Feat			Security Alarm		Cathedral Ceilin
Ext Feat		Fenced Yard	Fenced Yard		Fenced
Ext Feat		Decks		Gas Cooktop	Yard Sprinklers
Appliances			Oven/Range-Gas		Gas Cooktop
Appliances			Refrigerator	Microwave	Microwave
View					
Lot Desc		Cul-De-Sac	Level	Paved Streets	Level
Site Imprv		Paved Streets	Paved Streets	Other	Paved Streets
Site Imprv		Sidewalks	Telephone		Telephone



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Comparative Market Analysis

	635 Annie Way	1041 Terrace Avenue	2404 Bowles Lane	2517 Logan Drive	2524 Bowles Lane
					
Status	A	P	C	L	L
List Price	\$549,000	\$537,000	\$525,000	\$545,000	\$569,000
List\$ SqFt	\$214	\$246	\$204	\$212	\$198
Sold Price			\$520,000		
Sold\$ SqFt			\$202		
Contract Date		07/12/19	04/26/19		
Sold Date			05/31/19		
DOM	28	7	25	7	18
City	Santa Maria	Santa Maria	Santa Maria	Santa Maria	Santa Maria
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	2005	1980	2003	2004	2004
Acres	0.10	0.19	0.16	0.15	0.14
Tot SqFt	2570	2184	2570	2570	2874
Levels	Two		Two		Two
Exterior	Stucco	Stucco	Stucco		Stucco
Bedrooms	3	4	3	3	4
Full Baths	3	3	2	3	3
Half Baths					1
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	Ceiling Fans	Ceiling Fans	Ceiling Fans	Other	Ceiling Fans
Fireplace		Living Room	Gas Logs		Family Room
Parking	Attached Garage	Attached Garage	Attached Garage	Attached Carport	Attached Garage
Foundation	Slab	Slab	Slab	Slab	Slab
Floors	Tile	Carpet	Carpet		Carpet
Roof	Concrete	Composition	Concrete	Tile	Concrete
Int Feat	Pantry	Dual Pn Windows	Pantry		Dual Pn Windows
Int Feat	Cathedral Ceilin		Cathedral Ceilin		Cathedral Ceilin
Ext Feat	Fenced Yard	Patio	Fenced Yard		Hot Tub/Spa
Ext Feat	Yard Sprinklers	Patio Covered	Yard Sprinklers		Decks
Appliances	Oven/Range-Gas	Satellite Dish/C	Oven Double		Gas Cooktop
Appliances View	Refrigerator	Water Softener	Microwave		Microwave
Lot Desc		None	Hill/Peak/Mnt		
Site Imprv		Level	Paved Streets		Cul-De-Sac
Site Imprv		Paved Streets	Paved Streets		Paved Streets
		Sidewalks	Other		Sidewalks



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Comparative Market Analysis

	2503 Del Sur	2404 Bowles Lane					
							
			Adjustments	Adjustments	Adjustments	Adjustments	Adjustments
Sold Price		\$520,000	\$520,000				
Sold\$ SqFt		\$202					
List Price		\$525,000					
List\$ SqFt		\$204					
Contract Date		04/26/19					
Sold Date		05/31/19					
DOM		25					
County	Santa Barbara	Santa Barbara					
City	Santa Maria	Santa Maria					
Lot SqFt							
Year Built							
SqFt	2150	2570					
Levels	2	Two					
Bedrooms	4	3					
Bathrooms							
Gar Capacity							
Parking	2	Attached Garage					
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors	Concrete Tile	Concrete					
Roof		Pantry					
Int Feat		Cathedral Ceilin					
Int Feat							
Int Feat							
Ext Feat		Fenced Yard					
Ext Feat		Yard Sprinklers					
Ext Feat							
Ext Feat							
	\$520,000		\$520,000				



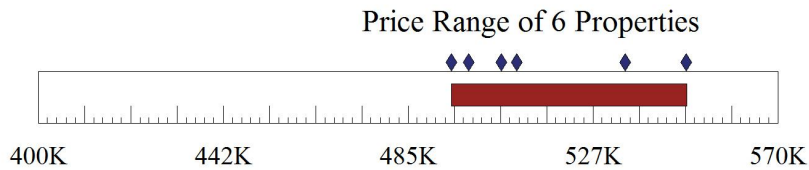
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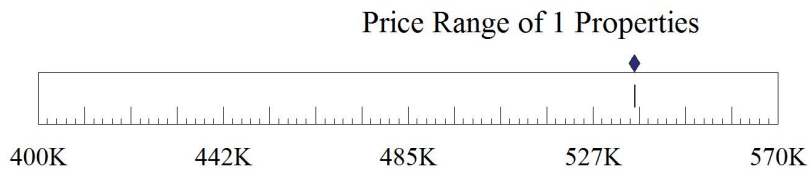
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Comparative Market Analysis Graphed by Status

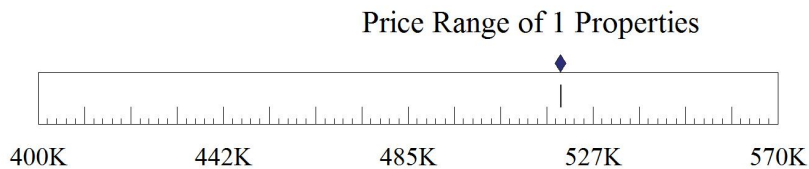
Currently On The Market



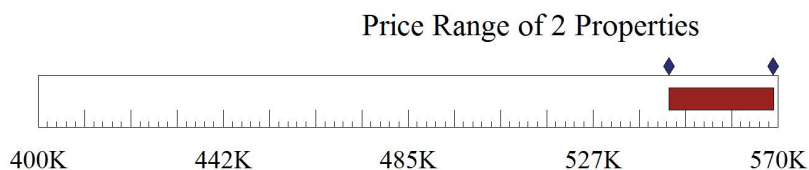
Under Contract



Recently Sold



Off The Market



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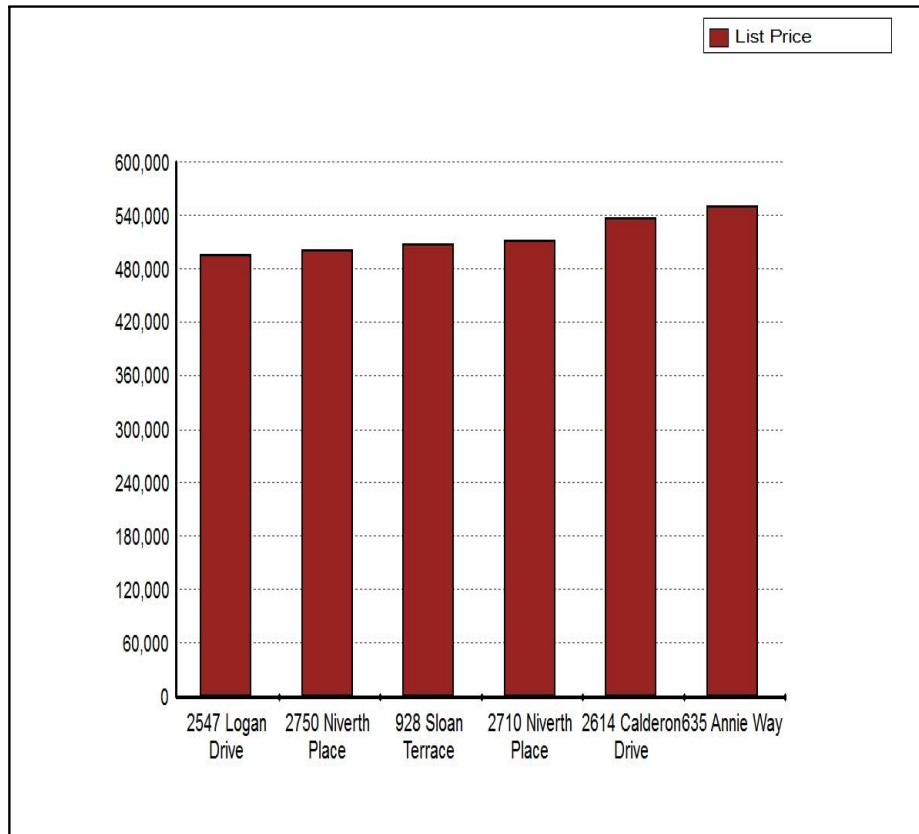
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Comparative Market Analysis Statistics

Graphic Analysis of Currently On The Market Properties



Summary Statistics of 6 Properties:

Average Price: \$515,750
High Price: \$549,000
Low Price: \$495,000
Median Price: \$508,250
Average \$ per SqFt: \$223.83
Average Year Built: 2004
Average Days On Market: 58



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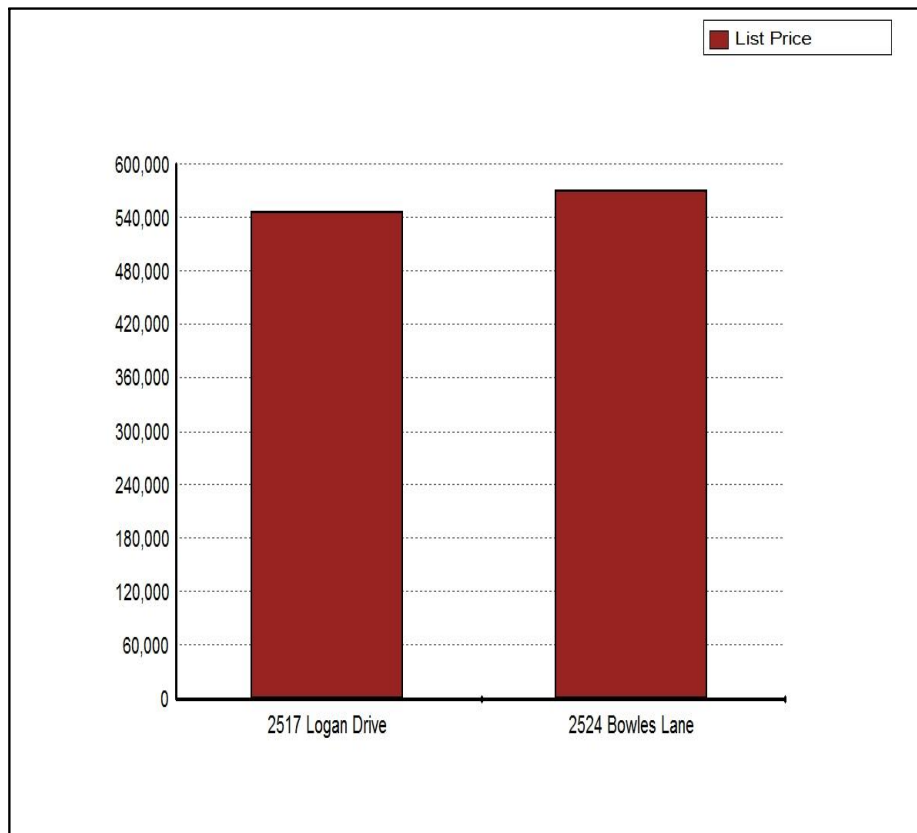
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Comparative Market Analysis Statistics

Graphic Analysis of Off The Market Properties



Summary Statistics of 2 Properties:

Average Price: \$557,000
High Price: \$569,000
Low Price: \$545,000
Median Price: \$557,000
Average \$ per SqFt: \$205.00
Average Year Built: 2004
Average Days On Market: 12



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Pricing Your Property to Sell

Pricing your property correctly is crucial. You want to sell your property in a timely manner at the highest price possible. Current market conditions determine the value.

Pricing too high or too low can cost you time and money. Realistic pricing will achieve a maximum sale price in a reasonable amount of time.

Analysis of the comparable properties
suggests a list price range of:

\$505,000 to \$536,000



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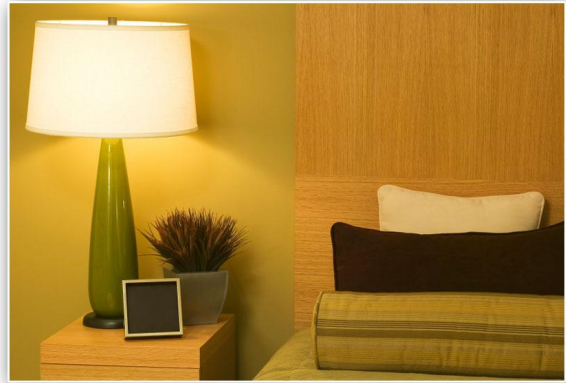
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When An Appointment Is Made

Agents from many real estate firms will want to show your home. Please allow any agent who calls to show your home at the suggested time. If you are not frequently available, it is suggested that you allow a lockbox to be installed on your door. You will increase your odds for a sale by allowing more qualified buyers to see your home. You do not want to miss an out-of-town transferee because your home was not able to be shown.

During a showing:

- ❖ Open all draperies and window shades during daylight hours.
- ❖ The kitchen & bathroom should sparkle.
- ❖ Open windows one half hour before showing to circulate fresh air.
- ❖ Open all the doors between rooms to give an inviting feeling.
- ❖ Place fresh flowers on kitchen table and/or in the living room.
- ❖ If possible, bake cookies or bread to add an inviting aroma.
- ❖ Turn on all lights and replace bulbs with high wattage bulbs where needed.
- ❖ Pets should be confined or restricted from view. Eliminate pet odors. Not everyone may share your love of animals. Some people may be allergic to them.
- ❖ All jewelry and small valuables should be stored in a safety deposit box or in a locked closet.
- ❖ Replace any items not included in the sale, or tag them appropriately with “to be replaced with...” or “not included” signs.
- ❖ Beds should be made & clothes picked up. Bathrooms should be clean, with towels folded and toilet lid down.
- ❖ When you leave the house, please leave it as if you know it is going to be shown. You never know when the right person is going to look at it!



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OUTLAND & ASSOCIATES

Preparing Your Home

Your home has just one chance to make a great impression with each potential buyer. And it can! The following "tricks of the trade" will help you keep track of what needs to be done. The whole idea is to present a clean, spacious clutter-free home--the kind of place you'd like to buy. Accomplish a little everyday, and before long your home will be ready to make the impression that can make the sale.

Your Home's Curb Appeal

- Mow lawn
- Trim shrubs
- Edge gardens and walkways
- Weed and mulch
- Sweep walkways and driveway, remove branches, litter or toys
- Add color and fill in bare spots with plantings
- Remove mildew or moss from walls or walks with bleach and water or other cleaner
- Take stains off your driveway with cleanser or kitty litter
- Stack woodpile neatly
- Clean and repair patio and deck area
- Remove any outdoor furniture which is not in good repair
- Make sure pool or spa sparkles
- Replace old storm doors
- Check for flat-fitting roof shingles
- Repair broken windows and shutters, replace torn screens, make sure frames and seams have solid caulking
- Hose off exterior wood and trim, replace damaged bricks or wood
- Touch up exterior paint, repair gutters and eaves
- Clean and remove rust from any window air conditioning units
- Paint the front door and mailbox
- Add a new front door mat and consider a seasonal door decoration
- Shine brass hardware on front door, outside lighting fixtures, etc.
- Make sure doorbell is in good working order

General Interior Tips

- Add a fresh coat of interior paint in light, neutral colors
- Shampoo carpeting, replace if necessary
- Clean and wax hardwood floors, refinish if necessary
- Clean and wash kitchen and bathroom floors
- Wash all windows, vacuum blinds, wash window sills
- Clean the fireplace
- Clean out and organize closets, add extra space by packing clothes and items you won't need again until after you've moved

- Remove extra furniture, worn rugs, and items you don't use; keep papers, toys, etc. picked up--especially on stairways
- Repair problems such as loose door knobs, cracked molding, leaking taps and toilets, squeaky doors, closets or screen doors which are off their tracks
- Add dishes of potpourri, or drop of vanilla or bath oil on light bulbs for scent
- Secure jewelry, cash and other valuables

The Living Room

- Make it cozy and inviting, discard chipped or worn furniture and frayed or worn rugs

The Dining Room

- Polish any visible silver and crystal
- Set the table for a formal dinner to help viewers imagine entertaining here

The Kitchen

- Make sure appliances are spotless inside and out (try baking soda for cleaning Formica stains)
- Make sure all appliances are in perfect working order
- Clean often forgotten spots on top of refrigerator and under sink
- Wax or sponge floor to brilliant shine, clean baseboards
- Unclutter all counter space, remove countertop appliances
- Organize items inside cabinets, pre-pack anything you won't be using before you move

The Bathrooms

- Remove all rust and mildew
- Make sure tile, fixtures, shower doors, etc. are immaculate and shining
- Make sure all fixtures are in good repair
- Replace loose caulking or grout
- Make sure lighting is bright, but soft

The Master Bedroom

- Organize furnishings to create a spacious look with well-defined sitting, sleeping, and dressing areas

The Garage

- Sell, give away, or throw out unnecessary items
- Clean oily cement floor
- Provide strong overhead light
- Tidy storage or work areas

The Basement

- Sell, give away, or throw out unnecessary items
- Organize and create more floor space by hanging tools and placing items on shelves
- Clean water heater and drain sediment
- Change furnace filter
- Make inspection access easy
- Clean and paint concrete floor and walls
- Provide strong overhead light

The Attic

- Tidy up by discarding or pre-packing
- Make sure energy-saving insulation is apparent
- Make sure air vent is in working order
- Provide strong overhead lighting

When It's Time To Show

- Make sure your property profile folder, utility bills, MLS profile, house location survey, etc. are available
- Open all draperies and shades, turn on all lights
- Pick up toys and other clutter, check to make sure beds are made and clothes are put away
- Give the carpets a quick vacuuming
- Add some strategically placed fresh flowers
- Open bathroom windows for fresh air
- Pop a spicy dessert or just a pan of cinnamon in the oven for aroma
- Turn off the television and turn on the radio music at a low volume
- Make a fire in the fireplace if appropriate
- Put pets in the backyard or arrange for a friend to keep them
- Make sure pet areas are clean and odor-free
- Make sure all trash is disposed of in neatly covered bins



Jo Ann Outland, NRBA, CDPE, CDSF

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Additional Real Estate Resources

You may want to search schools, demographic & crime data, weather, restaurants, etc. We have compiled a list of resources that provide comprehensive data. If you do not have internet access, we will gladly print information on request.

Schools:

www.greatschools.org
www.education.com/schoolfinder
www.schooldigger.com

Demographic and Crime Information:

www.melissadata.com/lookups
www.zipwho.com
www.spotcrime.com
www.crimereports.com
www.census.gov



Weather:

www.theweathernetwork.com/forecasts/statistics/list
www.wunderground.com/history
www.accuweather.com

Restaurants:

www.yelp.com
www.tripadvisor.com/restaurants
www.fodors.com/world/restaurant-reviews.html

Walk Score:

www.walkscore.com



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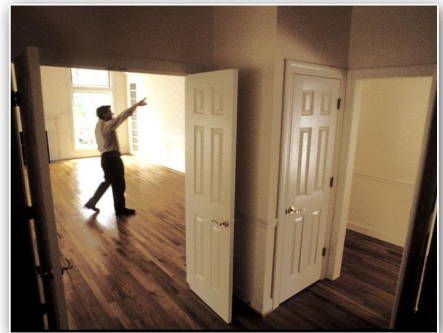
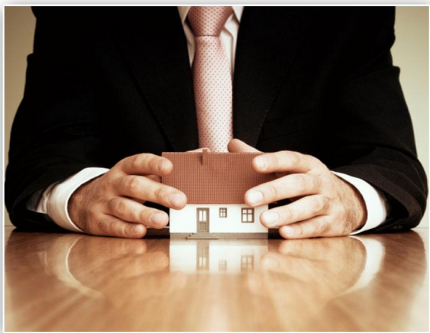
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In Conclusion

**When you choose Jo Ann Outland
you will receive:**

- ❖ Excellent service and support.
- ❖ A market analysis of your home.
- ❖ A winning marketing plan.
- ❖ Every effort to sell your home promptly.
- ❖ The resources of Outland & Associates Real Estate.

***List Your Home Now
with Jo Ann Outland!***



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Outland & Associates Real Estate

Corporate Headquarters: 2665 Shell Beach Rd, Suite J1 ♦ Pismo Beach ♦ CA ♦ 93449
Office: (805) 481-3939 ♦ Fax: (805) 481-3737 ♦ License #01799035

Website: www.outlandinc.com ♦ Email: info@outlandinc.com

Jo Ann Outland Owner, CEO, Broker and Realtor® Outland & Associates Real Estate

PROFILE

Accomplished, savvy real estate professional with over 35 years experience executing sales and purchases of residential, commercial and income properties. Exceptional communication and interpersonal skills, as well as expertise in all facets of real estate transactions including REO, HUD and short sale properties.

SUMMARY OF SKILLS

- Residential, commercial and income transactions
- REO, HUD and short sale transaction experience
- Asset management, Broker Price Opinions (BPOs) and Market Strategy Reports (MSRs)
- Property preservation and pre-foreclosure services
- Effective communication and interpersonal skills
- Motivational personnel management techniques
- Applicable rules, standards, laws and regulations
- Decision-making, negotiating and planning abilities
- Accurate document preparation and processing

CURRENT WORK EXPERIENCE

Outland & Associates Real Estate	Shell Beach, CA	2007 to Present
Owner, CEO, Broker and Realtor®		

- Owns and operates a successful real estate office that specializes in REO, HUD and short sale transactions
- Conduct pre-foreclosure services, property preservation, stabilization, loss mitigation, analysis and valuations
- Process forms, applications, reports, contracts, agreements and official documents with proficiency and accuracy
- Show properties, follow-up on referrals, generate leads and implement marketing and advertising strategies
- Interact effectively with buyers, sellers, lenders, title companies, contractors, vendors and other agents
- Maintain an impressive sales record, which includes over 1,200 properties sold within the last eight years
- Keep abreast of industry changes, augment knowledge base and testify as an expert witness in legal cases
- Consistently exhibits industry insight and foresight with a heartbeat on present and future real estate markets

PREVIOUS WORK EXPERIENCE

Keller Williams Realty	Pismo Beach, CA	2004 to 2007
Re/Max	Grover Beach, CA	1992 to 2004
Coldwell Banker	Arroyo Grande, CA	1987 to 1992
Century 21	Arroyo Grande, CA	1982 to 1987

- Built a strong customer base by consistently ensuring customer satisfaction with all sales and purchases
- Earned a reputation as a skilled Realtor® with comprehensive knowledge of the real estate industry
- Demonstrated proficiency in all aspects of real estate transactions from generating leads to closing escrow

EDUCATION, LICENSES AND CERTIFICATIONS

Cuesta Community College, San Luis Obispo, CA	
Real Estate Agent License	1979
Real Estate Broker's License	1985
Graduate Realtor® Institute (GRI)	1988
Accredited Buyer Representative (ABR)	1990
Certified Residential Specialist (CRS)	1995
Certified Distressed Property Expert® (CDPE)	2009
Certified Default Services Professional (CDSP)	2010
Certified Commercial Investment Member (CCIM)	Ongoing

MEMBERSHIPS

National and California Associations of Realtors®	Current
Member of National REO Brokers Association (NRBA)	2005 to Present
Asian Real Estate Association of America (AREAA)	2013 to Present
National Association of Hispanic Real Estate Professionals (NAHREP)	2013 to Present
Make a Wish Foundation	2007 to Present



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Jo Ann Outland Owner, CEO, Broker and Realtor® Outland & Associates Real Estate



As a leading agent California's scenic central coast, Jo Ann Outland achieves success in any situation. With over 75 completed transactions in 2014 alone, Outland & Associates is an industry leader in San Luis Obispo and northern Santa Barbara counties. A licensed real estate agent for more than 35 years and an accredited broker for nearly as long, Jo Ann Outland is a member of the National and California Associations of Realtors® and the National REO Brokers Association. Jo Ann is the consummate professional, emanating integrity and expertise while completing thousands of purchases and sales involving residential, commercial, income, short sale and bank-owned properties.

Jo Ann Outland has a clear vision and an honest voice. After excelling at a variety of real estate firms, she founded Outland Inc. in 2006. Innovative and perceptive, she anticipated changes in the market before real estate values decreased. Focusing her energy on bank-owned and short sale properties, Jo Ann acquired the knowledge, training and certifications to expertly handle these types of matters. She had the foresight to seek out opportunities, make strategic connections and continue her education to become the REO leader in the region.

Jo Ann is a Certified Default Services Professional (CDSP), a Certified Distressed Property Expert (CDPE) and a Certified Residential Specialist (CRS). In addition, she is an Accredited Buyer Representative (ABR), completed training at the Graduate Realtor® Institute (GRI) and plans to finish the program to become a Certified Commercial Investment Member (CCIM).

Since 2007, Outland & Associates has sold over 1,200 properties. To effectively handle the volume of work, Jo Ann has compiled a REO collaborative team consisting of: a pre-marketer, an eviction team, an escrow coordinator, asset administrator, a portfolio manager and field service specialists. Jo Ann manages a staff of 4 including agents and administrative personnel. She negotiates complex agreements and coordinates dozens of deals simultaneously. She has developed mutually beneficial relationships with hundreds of local businesses and contractors to ensure dependable, high-quality service. With a talented team, extensive experience and in-depth knowledge of pertinent regulations, Jo Ann's transactions proceed quickly and smoothly.

Jo Ann Outland is a skilled and trained professional who has earned the trust and respect of her community. Primarily due to Jo Ann and her outstanding reputation, Outland & Associates is a highly successful agency that receives referrals from countless sources. Big or small, Jo Ann knows that each transaction is a reflection of her character. She treats every client like family and consistently gives 100%. With Jo Ann and Outland & Associates, you can conduct business with confidence.

Reach Jo Ann at (805) 441-5574 or joann@outlandinc.com (email) or joannoutland.com (website).



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James Outland Jr.

Co-owner, Broker Associate, and Realtor® DRE#01314390
Outland & Associates, Inc.

PROFILE

Knowledgeable and motivated real estate professional who utilizes technology to resourcefully generate leads and complete real estate transactions for a vast array of property types including REO, HUD and short sales. Thorough understanding of applicable regulations and exceptional ability to limit liability for the buyers, sellers and brokerage.

QUALIFICATIONS SUMMARY

- Residential, commercial and income real estate
- HUD, REO and short sale property transactions
- Advanced capacity for computers and technology
- Persuasive communication and bargaining abilities
- Efficient document preparation and submission
- Loss mitigation and property preservation
- High-tech approach and web-based lead generation
- Pertinent regulations, rules, laws and standards
- Strategic marketing and effective sales techniques
- Organization, multitasking and interpersonal skills

CURRENT WORK EXPERIENCE

Outland & Associates, Inc.	Shell Beach, CA	2007 to Present
Co-owner and Realtor®		

- Own, manage, and serve as an instrumental component responsible for the REO success of the agency
- Recognized the change in the real estate industry and transformed business practices to suit market needs
- Handle pre-foreclosure services including property preservation, stabilization, loss mitigation and valuations
- Implement high-tech solutions to enhance business and generate leads including web advertising and SEO
- Thoroughly prepare and submit documentation to successfully complete real estate sales and purchases
- Coordinate buyers, sellers, lenders, title companies, contractors, utility companies, vendors and other agents
- Achieve a remarkable sales record, which includes over 1,200 properties sold within the last eight years
- Research regulations and incorporate current standards into office practices to ensure code compliance
- Utilize technology to coordinate with the REO collaborative team that consists of a pre-marketer, eviction team, field service team, asset manager, portfolio manager and broker

PREVIOUS WORK EXPERIENCE

Outland and Associates, Inc.	Shell Beach, CA	2007 to Date
Keller Williams Realty	Pismo Beach, CA	2005 to 2007
Re/Max	Grover Beach, CA	2001 to 2005

- Established a significant client base and successfully conducted multifaceted real estate transactions
- Acquired expertise and comprehensive knowledge of real estate rules, methods, regulations and procedures

LICENSES AND CERTIFICATIONS

Real Estate Agent License	2001
Real Estate Broker's License	2013
Certified Distressed Property Expert (CDPE)	2008
e-PRO® Real Estate Technology	2004
RES.NET and EQUATOR	Current

MEMBERSHIPS

National Association of Realtors®	2001
National Association of Hispanic Real Estate Professionals (NAHREP)	2011-2012