

# Real Estate Services Proposal

Prepared Especially for:  
**Mr. & Mrs. Hari Iyer**

For Marketing the Property Located at:  
**4626 Brandon Court**

**Prepared by:**

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

Office: 805-481-3939

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Email [JoAnn@outlandinc.com](mailto:JoAnn@outlandinc.com)

Website <http://joannoutland.com/>

**Outland & Associates Real Estate**

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

Date: June 27, 2019



June 27, 2019

Mr. & Mrs. Hari Iyer  
4626 Brandon Court  
Santa Maria

Dear Mr. & Mrs. Iyer:

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®



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## 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:

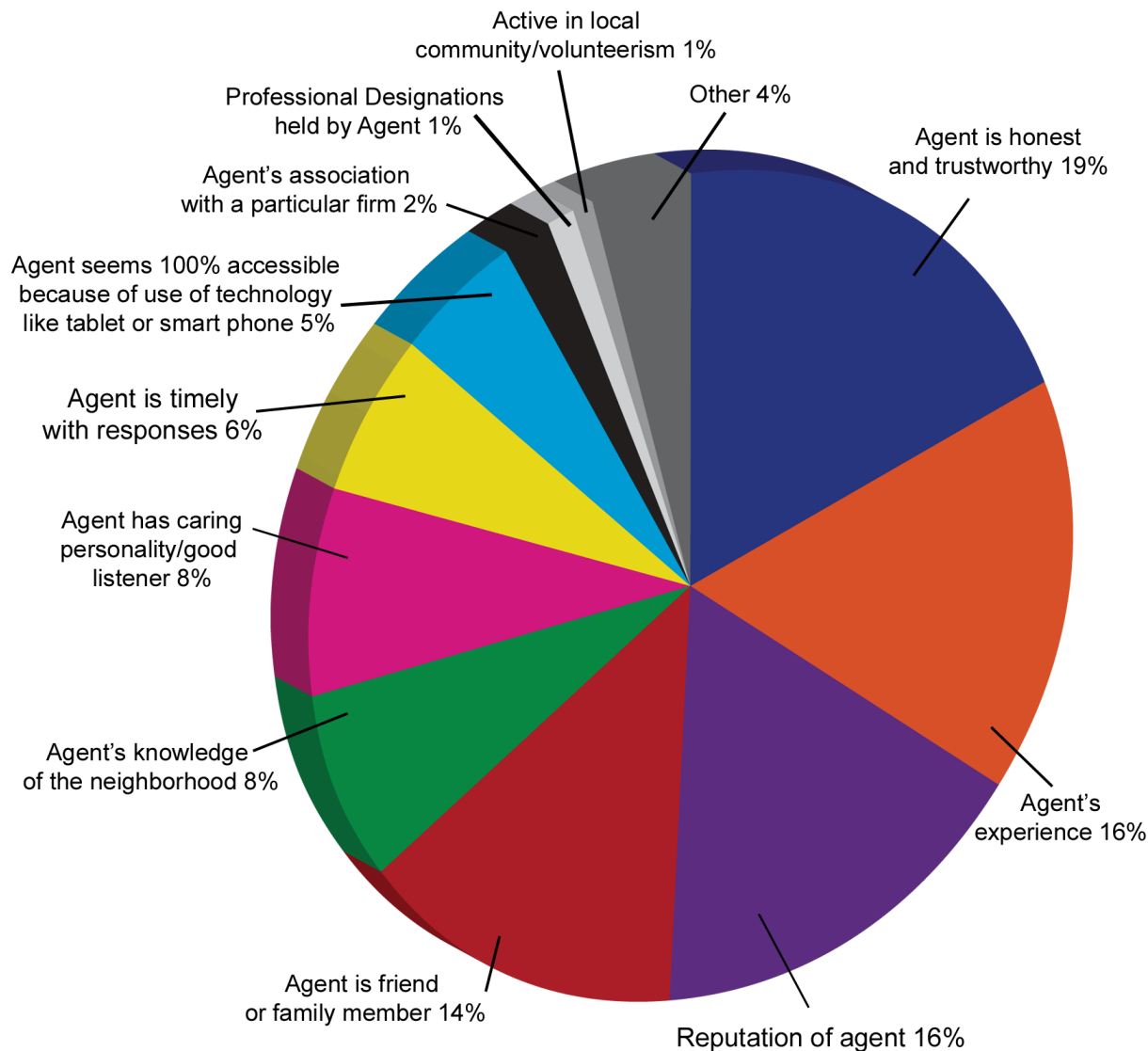
- ❖ Realistic pricing will achieve maximum price in a reasonable time.
- ❖ Your cost or profit desire is irrelevant; the market determines the price.
- ❖ The cost of improvements are almost always more than the added value.
- ❖ Houses that remain on the market for a long time do not get shown.
- ❖ A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

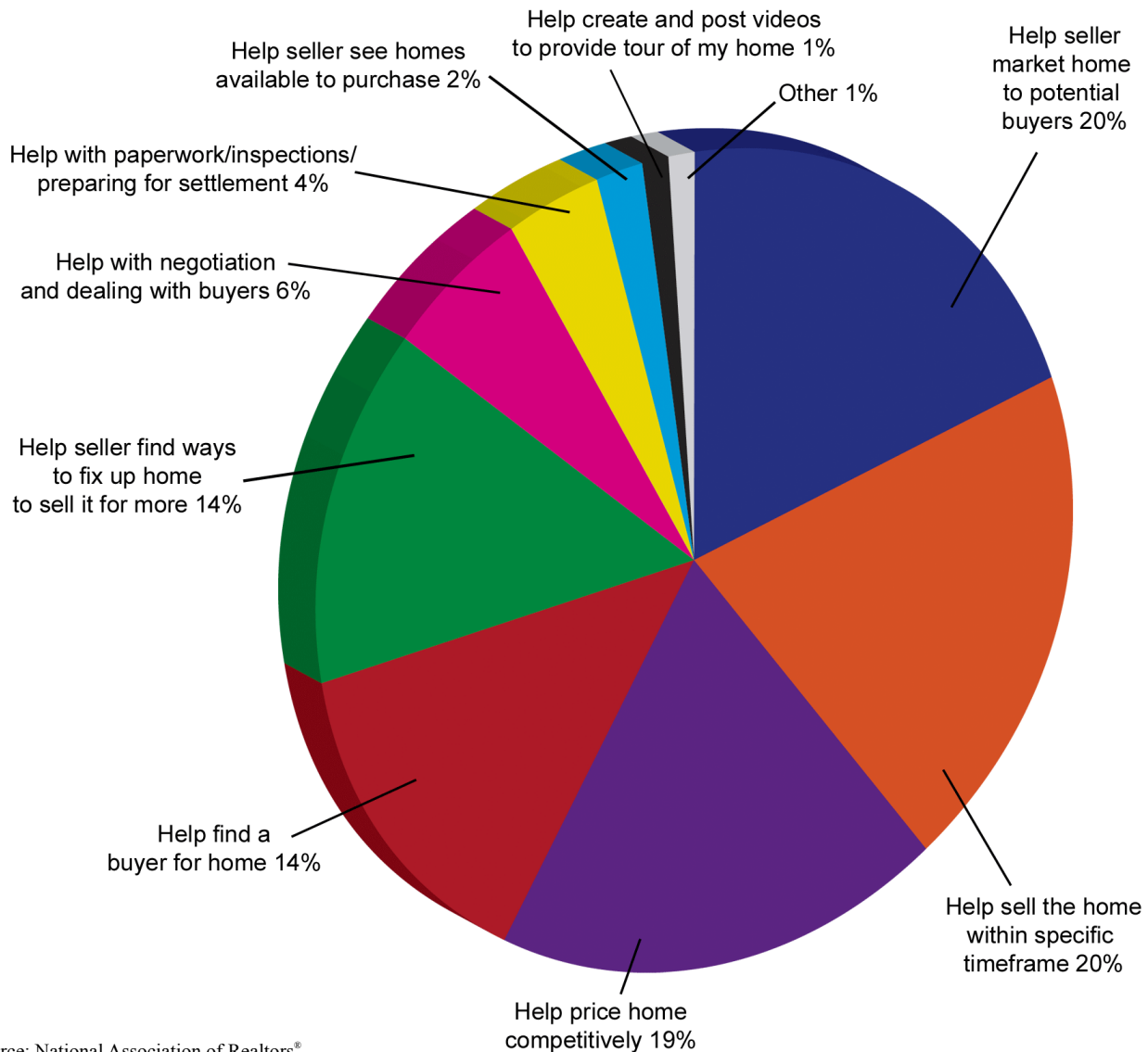


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# What Sellers Want Most From Real Estate Professionals

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



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Profile of Home Buyers and Sellers.



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# Subject Property Profile for

*4626 Brandon Court*



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.

*City:* Santa Maria  
*Acres:* 0.25  
*Exterior:* Stucco  
*Half Baths:* 1  
*Fireplace:* 1  
*Floors:*  
*Int Feat:*  
*Appliances:*  
*Lot Desc:* Level

*County:* Santa Barbara  
*Tot SqFt:* 2698  
*Bedrooms:* 4  
*Heating:* Forced Air  
*Parking:*  
*Roof:*  
*Ext Feat:*  
*Appliances:*  
*Site Imprv:*

*Year Built:* 1985  
*Levels:* 2  
*Full Baths:* 3  
*Cooling:*  
*Foundation:* Slab  
*Int Feat:*  
*Ext Feat:*  
*View:*  
*Site Imprv:*



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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>
986 Briarcliff Drive	One	3	2		2349		\$621,000
910 Countrywood Court		4	2	1	2479		\$645,000
385 Foxenwood Drive		3	3		2720		\$677,000

*Average of 3 Properties: \$647,666      Min: \$621,000      Max: \$677,000      Median: \$645,000*

## 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>
913 Clubhouse Drive		4	2		2615		\$609,000

*Average of 1 Properties: \$609,000      Min: \$609,000      Max: \$609,000      Median: \$609,000*

## 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>
1168 Foxenwood Drive	Two	4	2		2657	\$588,500	\$596,500
922 Quail Ridge Drive	Two	4	3		2615	\$590,000	\$599,000
4547 Burlington Drive	Two	3	1	1	2334	\$596,000	\$595,000
648 Woodbridge Court	One	3	2	1	2219	\$617,500	\$639,000
242 Clubhouse Drive	Two	4	3		2629	\$625,000	\$625,000
672 Woodbridge Court		3	1	1	2809	\$625,000	\$665,000
4337 Snowhill Court	One	3	2		2003	\$625,000	\$625,000
4417 Countrywood Drive	One	4	2	1	2433	\$628,000	\$640,000
4358 Coachman Way		4	3		2615	\$665,000	\$675,000
4441 Countrywood Drive	Two	4	3	1	2668	\$677,450	\$689,900

*Average of 10 Properties: \$623,745      Min: \$588,500      Max: \$677,450      Median: \$625,000*



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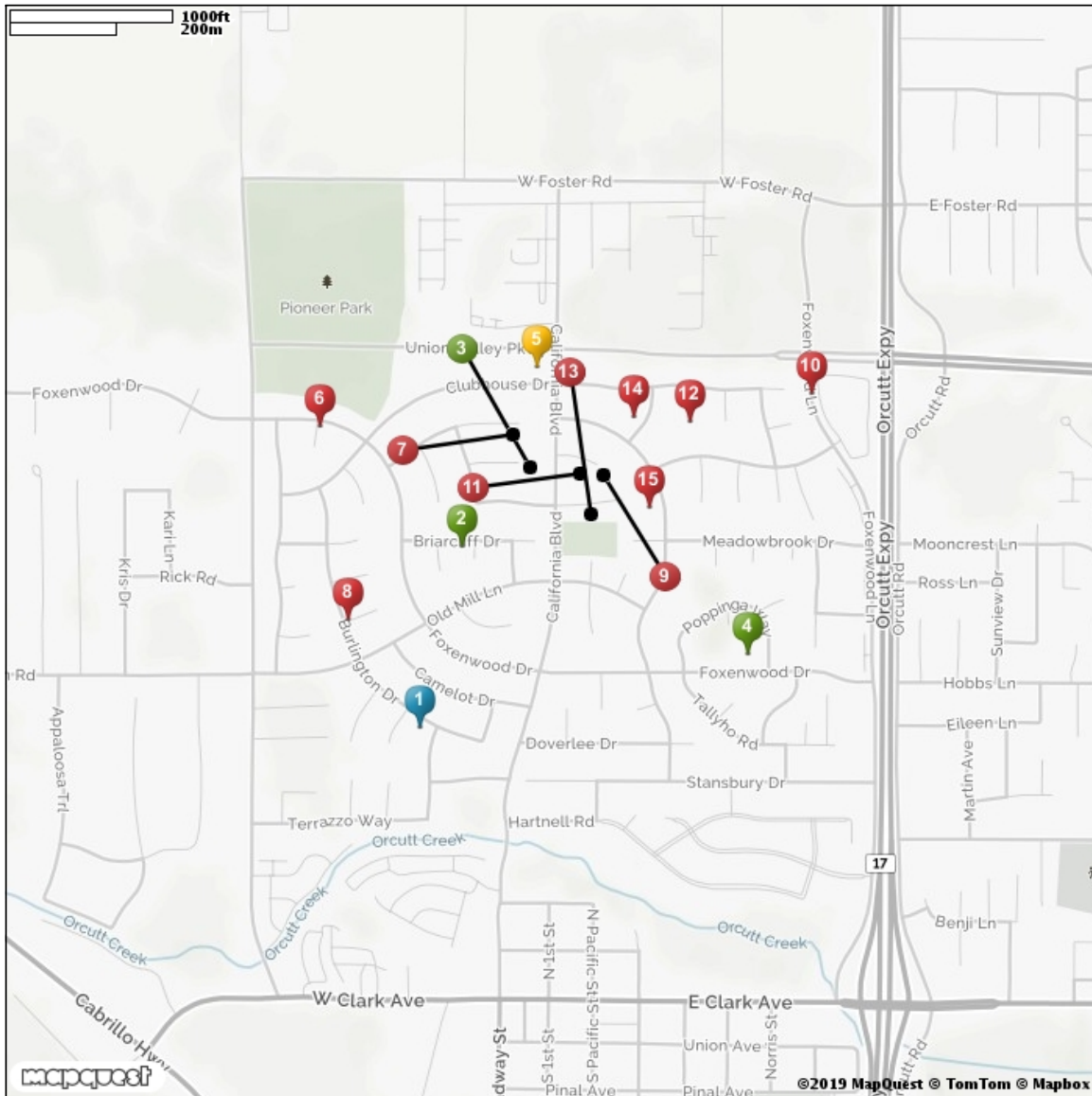
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# Map of Comparable Properties



<u>Ref #</u>	<u>Status</u>	<u>Address</u>
1	Subject Property	4626 Brandon Court
2	Currently On The Market	986 Briarcliff Drive
3	Currently On The Market	910 Countrywood Court
4	Currently On The Market	385 Foxenwood Drive
5	Under Contract	913 Clubhouse Drive
6	Recently Sold	1168 Foxenwood Drive
7	Recently Sold	922 Quail Ridge Drive
8	Recently Sold	4547 Burlington Drive



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## List of mapped properties continued...

<u>Ref #</u>	<u>Status</u>	<u>Address</u>
9	Recently Sold	648 Woodbridge Court
10	Recently Sold	242 Clubhouse Drive
11	Recently Sold	672 Woodbridge Court
12	Recently Sold	4337 Snowhill Court
13	Recently Sold	4417 Countrywood Drive
14	Recently Sold	4358 Coachman Way
15	Recently Sold	4441 Countrywood Drive

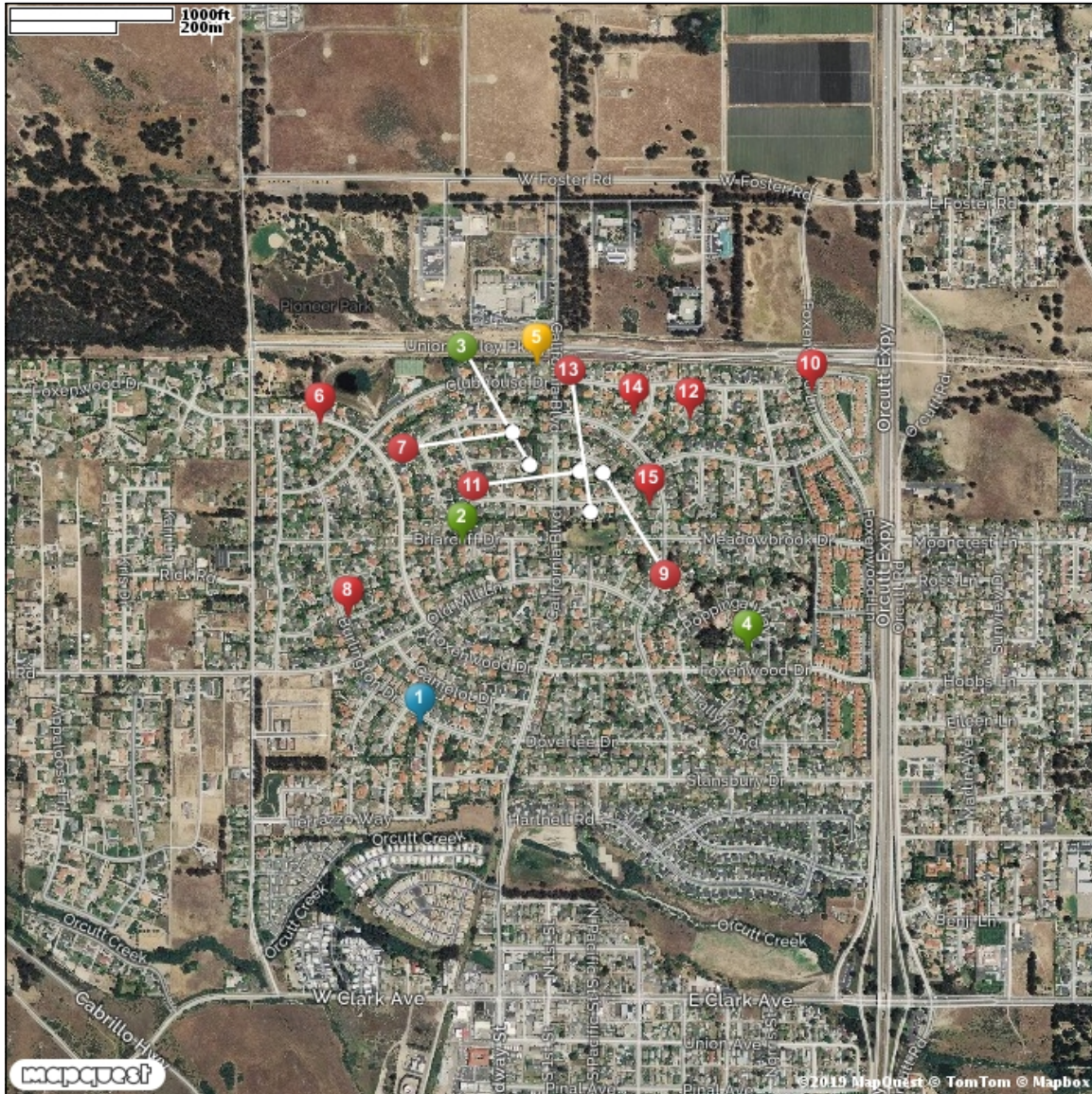


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# Currently On The Market

## 986 Briarcliff Drive

List Price: \$621,000

DOM: 52



### Property Details

**City:** Santa Maria

**County:** Santa Barbara

**Year Built:** 1976

**Acres:** 0.28

**Tot SqFt:** 2349

**Levels:** One

**Exterior:** Stucco

**Bedrooms:** 3

**Full Baths:** 2

**Half Baths:**

**Heating:** Forced Air

**Cooling:** None

**Fireplace:** Brick/Stone

**Parking:** Attached Garage

**Foundation:** Slab

**Floors:** Carpet

**Roof:** Composition

**Int Feat:** Cathedral Ceilin

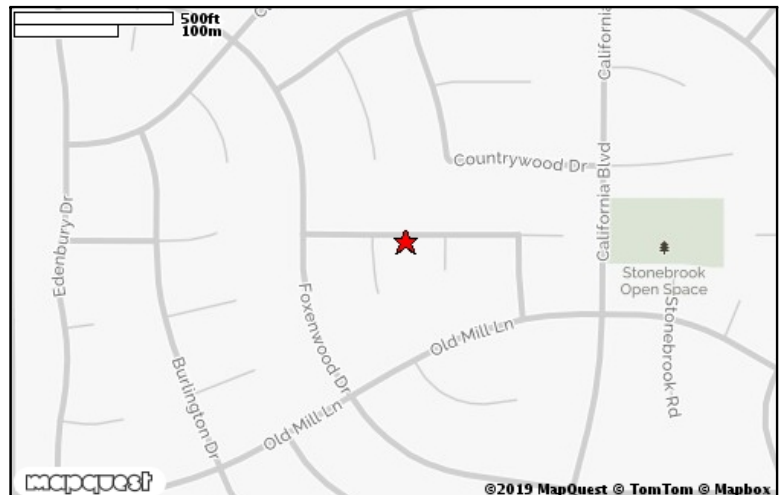
**Int Feat:** Wet Bar

**Ext Feat:** Patio

**Ext Feat:** Patio Covered

### Description

Come see this well-maintained single-story spacious home with an inviting layout. This wonderful home is on a large corner lot that sits above grade compared to surrounding homes in desirable Foxenwoods Estates. This move in ready home features a spacious 3bd 2 ba traditional layout with a beautiful front door that leads into a custom Italian tile entry, cathedral vaulted ceilings, smooth ceilings, new carpet, new flooring, an amazing neighborhood view from kitchen window, 2 wet bars, indoor grill, fireplace, laundry hookups in laundry room area or in garage, drive through garage door to rear yard, organic green house, multiple mature fruit trees, nice pergola in rear, rock water fall, upgraded block wall in rear yard, exclusive club house membership w/mo fee plus more!! Call a Realtor Today



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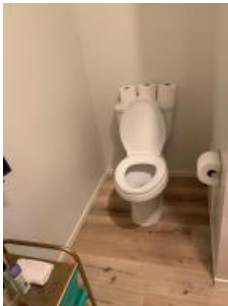
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# Additional Photos

## 986 Briarcliff Drive

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DOM: 52



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# Currently On The Market

## 910 Countrywood Court

**List Price:** \$645,000

**DOM:** 120

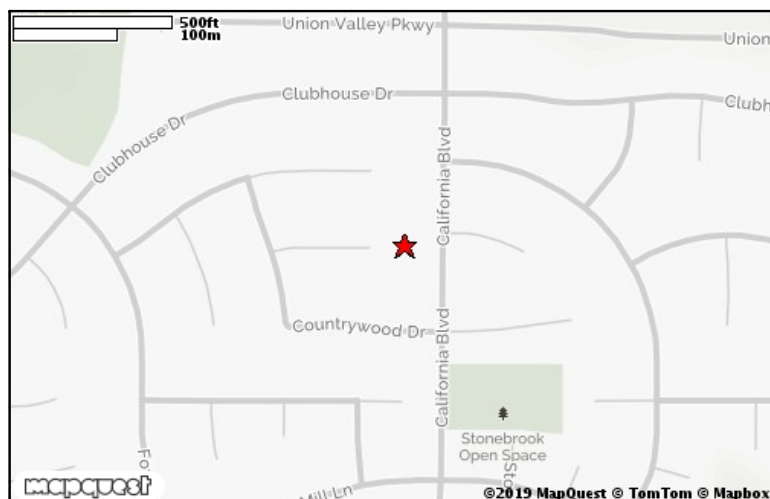


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1979  
**Acres:** 0.28  
**Tot SqFt:** 2479  
**Levels:**  
**Exterior:**  
**Bedrooms:** 4  
**Full Baths:** 2  
**Half Baths:** 1  
**Heating:** Forced Air  
**Cooling:** Ceiling Fans  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Composition  
**Int Feat:**  
**Int Feat:**  
**Ext Feat:**  
**Ext Feat:**

### Description

**BACK ON MARKET!!!!** 4 bedroom/2 ½ bath 2,479 sq ft home. Large upstairs 4th bedroom can be used as an additional bedroom, media room or game room. Lots of light throughout this beautifully remodeled like-new home on a quiet cul-de-sac in the desirable Foxenwoods neighborhood. Remodel includes a new Kitchen and Baths with dual sinks in Master Bath with a walk-in closet. Updates include hand textured ceiling and walls, recessed lighting, and an all new interior including new 100% waterproof luxury vinyl plank flooring, cabinets, baseboards, paint, stainless steel appliances, ceiling fans in every room, two-panel doors and hardware, quartz countertops, custom tiled showers, Milgard windows, 50-gallon water heater. Exterior features include a new retaining wall



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# Additional Photos

## 910 Countrywood Court

List Price: \$645,000

DOM: 120



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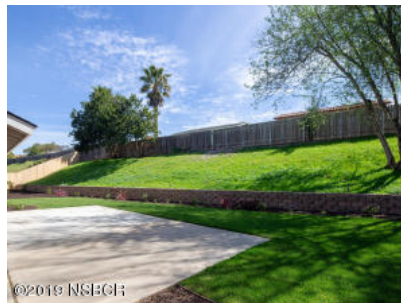
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# Currently On The Market

## 385 Foxenwood Drive

List Price: \$677,000

DOM: 65



### Property Details

**City:** Santa Maria

**County:** Santa Barbara

**Year Built:** 1976

**Acres:** 0.36

**Tot SqFt:** 2720

**Levels:**

**Exterior:** Stucco

**Bedrooms:** 3

**Full Baths:** 3

**Half Baths:**

**Heating:** Forced Air

**Cooling:** Ceiling Fans

**Fireplace:**

**Parking:** Attached Carport

**Foundation:** Slab

**Floors:** Carpet

**Roof:** Tile

**Int Feat:** Skylights

**Int Feat:** Cathedral Ceilin

**Ext Feat:** Patio

**Ext Feat:** Yard Sprinklers

### Description

Updated Mid Century Modern featuring soaring ceilings and waiting for next owner. New kitchen, new doors and windows, new appliances, new bathrooms (3).....same floorplan. Located in the coveted Foxenwood Estates as a custom home. Not one of the original developers models. This home features tons of natural light, separate family room, 3 spacious bedrooms and 3 full baths.



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# Under Contract

## 913 Clubhouse Drive

List Price: \$609,000

DOM: 37



### Property Details

**City:** Santa Maria

**County:** Santa Barbara

**Year Built:** 1980

**Acres:** 0.30

**Tot SqFt:** 2615

**Levels:**

**Exterior:**

**Bedrooms:** 4

**Full Baths:** 2

**Half Baths:**

**Heating:** Forced Air

**Cooling:** None

**Fireplace:**

**Parking:** Attached Garage

**Foundation:** Slab

**Floors:**

**Roof:** Clay

**Int Feat:**

**Ext Feat:**

**Ext Feat:**

### Description

*AMAZING NEIGHBORHOOD! Unbelievably large 4 bedroom 3 bath home for only \$609,000! High ceilings, large lot and great oversized windows throughout the home! The master bedroom is dramatic with the double door entry and over sized bathroom. This home is a must see for those wanting to be in the desirable Foxenwood Estate. The large 3 car garage with access to the yard, separate laundry room, dining room with both a family room and den. The home is a must see! The backyard has plenty of room for pets and entertaining. This home is designed to entertain. The front bay windows are lovely and allow you to enjoy a lot of natural light. Come see this home today!*



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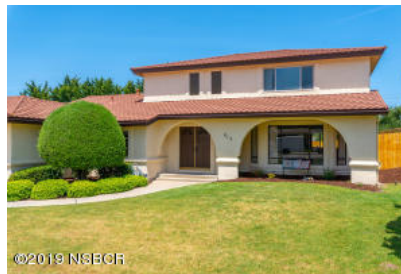
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# Recently Sold

## 1168 Foxenwood Drive

List Price: \$596,500 Sold Price: \$588,500 DOM: 13

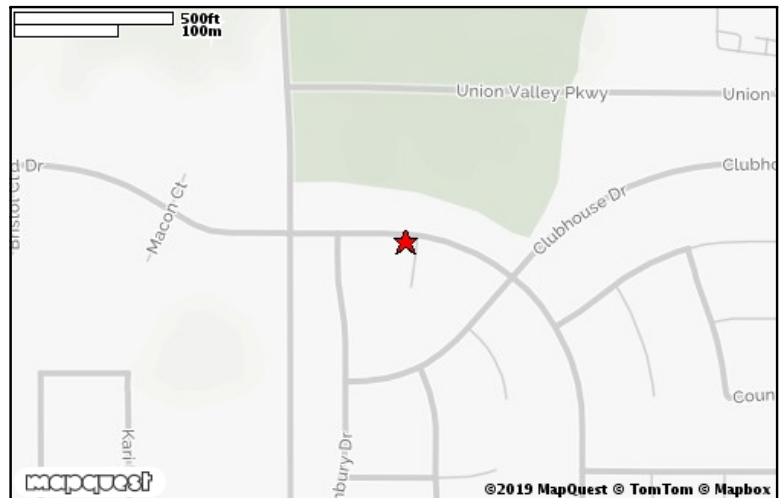


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1978  
**Acres:** 0.34  
**Tot SqFt:** 2657  
**Levels:** Two  
**Exterior:** Other  
**Bedrooms:** 4  
**Full Baths:** 2  
**Half Baths:**  
**Heating:** Forced Air  
**Cooling:** None  
**Fireplace:** Living Room  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Concrete  
**Int Feat:**  
**Int Feat:**  
**Ext Feat:** Fenced Yard  
**Ext Feat:** Yard Sprinklers

### Description

Beautifully renovated 4 bedroom home in Foxenwood Estates. Lovely landscaping frames your entrance through the double front doors into the spacious living room with floor to ceiling fireplace, Home consists of over 2600 sq ft with 3 bedrooms (including Master) on the first level and a 4th bedroom (has closet) or studio/study on the 2nd level. (There is tons of attic space for storage off of this 4th bedroom) Freshly painted inside and out, new carpeting and vinyl, new lighting fixtures and plumbing hardware. New 50 gal hot water heater, 2 newer forced air units to ensure all areas of home can be properly heated. Outside storage area attached to home. Open patio has sliding glass doors leading to it from the living room and master bedroom. Fresh sod and bark and rock installed. Lig



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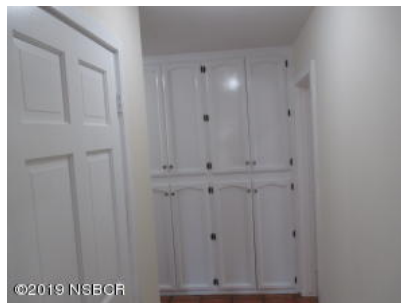
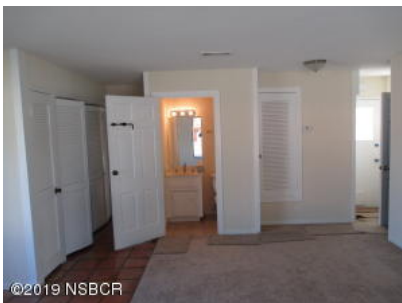


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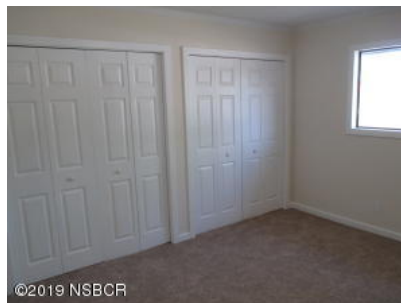
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Website <http://joannoutland.com/>



# Additional Photos

## 1168 Foxenwood Drive

*List Price:* \$596,500    *Sold Price:* \$588,500    *DOM:* 13



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**OUTLAND & ASSOCIATES**

# Recently Sold

## 922 Quail Ridge Drive

List Price: \$599,000 Sold Price: \$590,000

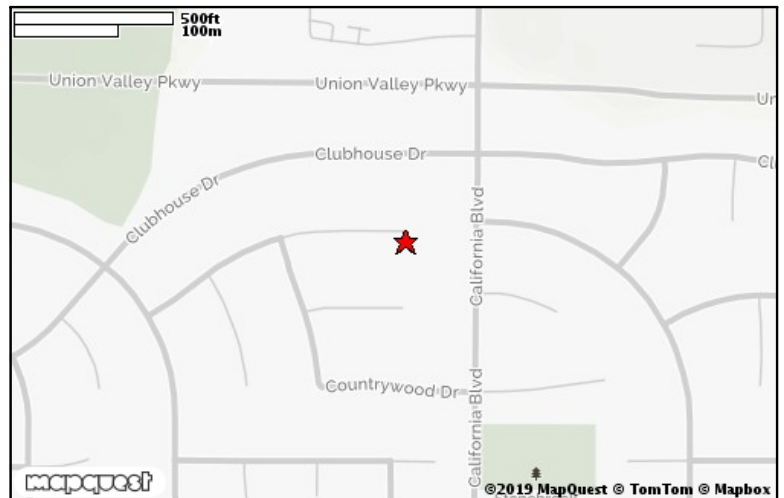


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1979  
**Acres:** 0.25  
**Tot SqFt:** 2615  
**Levels:** Two  
**Exterior:** Stucco  
**Bedrooms:** 4  
**Full Baths:** 3  
**Half Baths:**  
**Heating:** Forced Air  
**Cooling:** Ceiling Fans  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Concrete  
**Int Feat:** Dual Pn Windows  
**Int Feat:**  
**Ext Feat:** Yard Sprinklers  
**Ext Feat:**

### Description

Desirable Foxenwood floorplan that's got a ton to offer. It's a 4 bedroom, 3 bath 2615 sq ft home with 1 bedroom and a 3/4 bathroom downstairs. Other amenities include new windows, new tile flooring and carpet downstairs, remodeled downstairs bathroom, ceiling fans in each room, recessed lighting, RV parking, large shop in back for a workshop or storage and a cul-de-sac location.



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# Additional Photos

## 922 Quail Ridge Drive

List Price: \$599,000 Sold Price: \$590,000



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# Additional Photos

## 922 Quail Ridge Drive

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# Additional Photos

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# Additional Photos

## 922 Quail Ridge Drive

*List Price:* \$599,000    *Sold Price:* \$590,000



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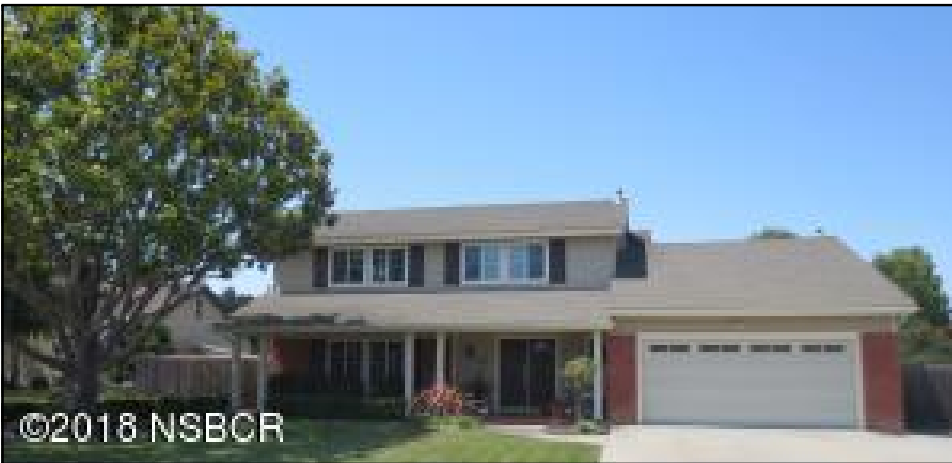


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# Recently Sold

## 4547 Burlington Drive

**List Price:** \$595,000    **Sold Price:** \$596,000    **DOM:** 131

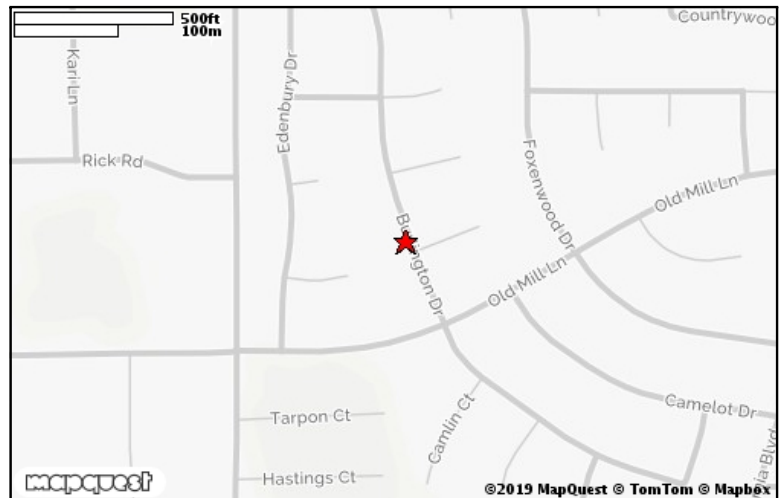


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1978  
**Acres:** 0.25  
**Tot SqFt:** 2334  
**Levels:** Two  
**Exterior:** Stucco  
**Bedrooms:** 3  
**Full Baths:** 1  
**Half Baths:** 1  
**Heating:** Forced Air  
**Cooling:** Ceiling Fans  
**Fireplace:**  
**Parking:** Attached Garage  
**Foundation:** None  
**Floors:** Carpet  
**Roof:** Composition  
**Int Feat:** Hand Rails  
**Int Feat:** Dual Pn Windows  
**Ext Feat:** Fenced Yard  
**Ext Feat:** Yard Sprinklers

### Description

Gorgeous property in desirable Foxenwood Estates, this 2 story home features 3 bedrooms and 2 1/2 baths, a huge loft with closet used as a 4th bedroom. This home has been entirely updated. Some features are dual pane windows, crown molding, custom window coverings, ceilings scraped, remodeled kitchen with new cabinets, counters and gas stove. The family room has a permitted addition with slider to patio. A large very private rear yard with no 2 story neighbors looking in. Landscaped nicely with lawn, apple & lemon trees, patio pavers. Three sheds for storage and side area with dog run and room for your RV! Enjoy entertaining friends and family in this beautiful home. No HOA in Foxenwoods, but join the Tennis and Swim club...all this close to Old Orcutt and restaurants & shops.



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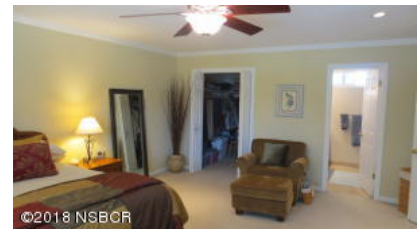
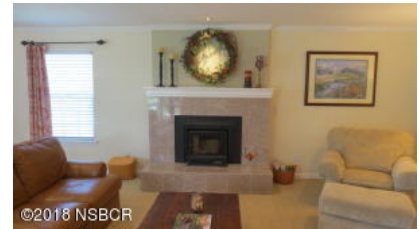


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# Additional Photos

## 4547 Burlington Drive

List Price: \$595,000 Sold Price: \$596,000 DOM: 131



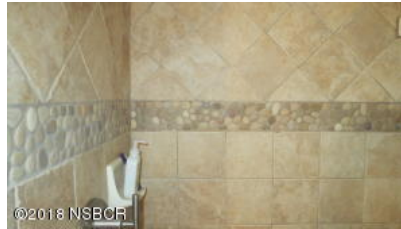
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# Additional Photos

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# Recently Sold

## 648 Woodbridge Court

List Price: \$639,000 Sold Price: \$617,500 DOM: 4

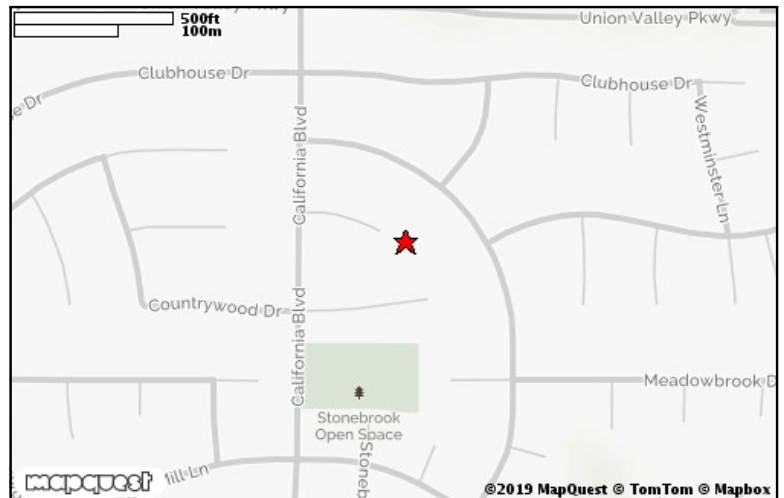


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1980  
**Acres:** 0.29  
**Tot SqFt:** 2219  
**Levels:** One  
**Exterior:** Vinyl Siding  
**Bedrooms:** 3  
**Full Baths:** 2  
**Half Baths:** 1  
**Heating:** Forced Air  
**Cooling:** None  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Rolled Comp  
**Int Feat:** Dual Pn Windows  
**Int Feat:**  
**Ext Feat:** Patio  
**Ext Feat:**

### Description

Lovely single story 3 bed/ 2.5 bath home in Foxenwoods located on a quiet cul de sac. The open floor plan boasts a spectacular gourmet Kitchen with new soft close cabinets, granite counters, Viking cooktop and Breville microwave & convection ovens. Formal dining room has beautiful wood flooring, its own fireplace and access to two covered patios and a park-like setting in the backyard! Other features include a large living room with additional sitting area, roomy Master Suite, new Low-E windows throughout and a large indoor laundry room. Call your Agent to see this lovely updated home!!



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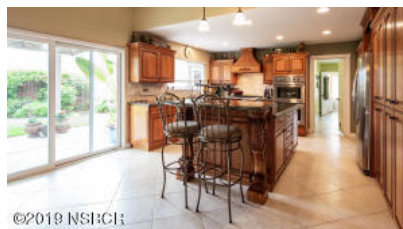
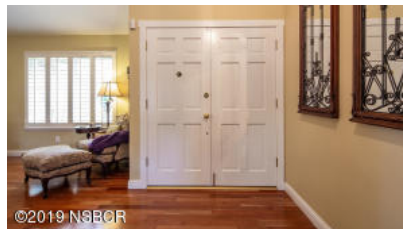
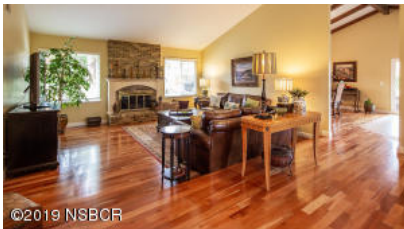


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# Additional Photos

## 648 Woodbridge Court

List Price: \$639,000 Sold Price: \$617,500 DOM: 4



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# Additional Photos

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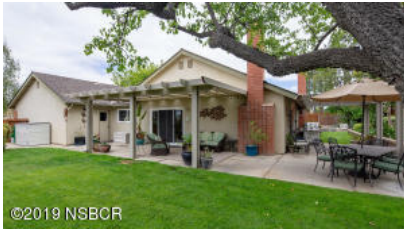




# Additional Photos

## 648 Woodbridge Court

*List Price:* \$639,000    *Sold Price:* \$617,500    *DOM:* 4



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# Recently Sold

## 242 Clubhouse Drive

List Price: \$625,000 Sold Price: \$625,000 DOM: 80

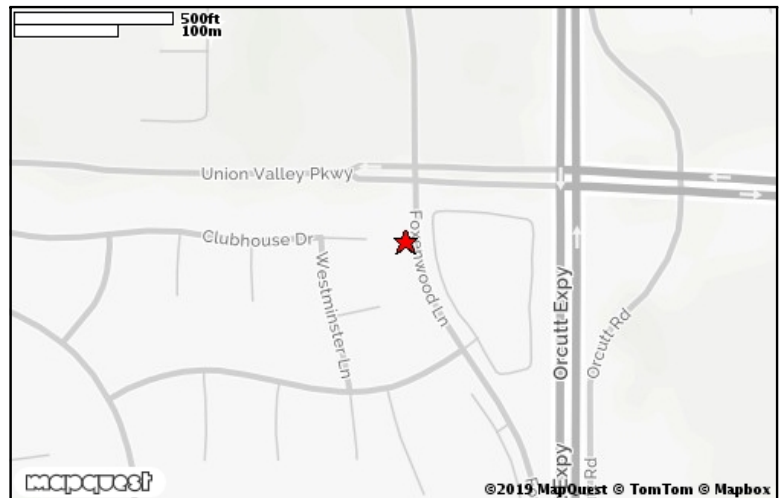


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1984  
**Acres:** 0.34  
**Tot SqFt:** 2629  
**Levels:** Two  
**Exterior:** Wood Siding  
**Bedrooms:** 4  
**Full Baths:** 3  
**Half Baths:**  
**Heating:** Forced Air  
**Cooling:** None  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Composition  
**Int Feat:** Dual Pn Windows  
**Int Feat:**  
**Ext Feat:** Patio  
**Ext Feat:**

### Description

*YOUR DREAM HOME HAS ARRIVED! This Foxenwood Estate is nestled at the end of a quiet cul de sac and embodies everything that makes this area so popular. The exquisite property has been lovingly cared for by the original owners, and beautifully updated throughout. The home boasts a remodeled kitchen complete with granite counter tops, recessed lighting, custom cabinets, tile back splash, and stainless steel appliances. Throughout the home you will notice the dual pane windows with plantation shutters, hardwood floors, and crown molding. Downstairs you have a guest bedroom and full updated bath. Upstairs you will find the expansive master suite with beautifully remodeled master bath that is luxurious and inviting. This home is a true gem, and will not last long. Make it yours today!*



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# Additional Photos

## 242 Clubhouse Drive

List Price: \$625,000 Sold Price: \$625,000 DOM: 80



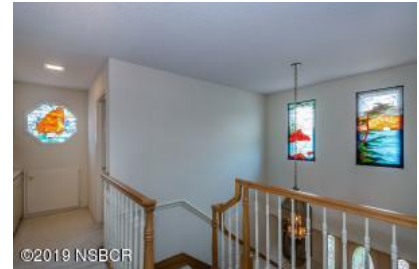
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# Additional Photos

## 242 Clubhouse Drive

List Price: \$625,000 Sold Price: \$625,000 DOM: 80



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# Additional Photos

## 242 Clubhouse Drive

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# Recently Sold

## 672 Woodbridge Court

List Price: \$665,000 Sold Price: \$625,000 DOM: 24



### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1980  
**Acres:** 0.44  
**Tot SqFt:** 2809  
**Levels:**  
**Exterior:** Wood Siding  
**Bedrooms:** 3  
**Full Baths:** 1  
**Half Baths:** 1  
**Heating:** Forced Air  
**Cooling:** None  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Shingle  
**Int Feat:** Other  
**Int Feat:**  
**Ext Feat:** Fenced  
**Ext Feat:**

### Description

Single story beauty boasts 3 large bedrooms on nearly a half acre! Circular driveway and lush greenery present great curb appeal. Master suite has an oversized Master Bedroom with a HUGE walk-in closet and two additional closets in the room. Dual sinks in Master Bath with new Quartz countertops, new sinks and faucets, separate shower and sunken tub, and access to a private patio with an inground hot tub! Other features include: new laminate flooring throughout the living area, new carpet in bedrooms, new paint, large laundry room with lots of storage, 2-car garage with loads of storage along with a workshop and a 3rd bay that features a private office space. Beautiful and serene back patio sectioned off by additional fencing to create two separate areas. Lovely home in a great location!



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# Additional Photos

## 672 Woodbridge Court

List Price: \$665,000 Sold Price: \$625,000 DOM: 24



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# Additional Photos

## 672 Woodbridge Court

List Price: \$665,000   Sold Price: \$625,000   DOM: 24



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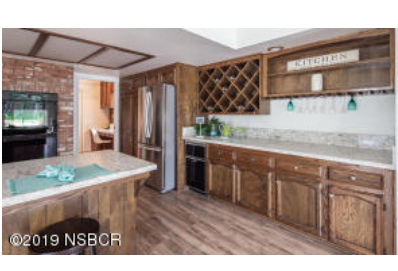
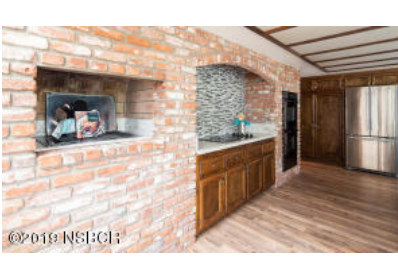
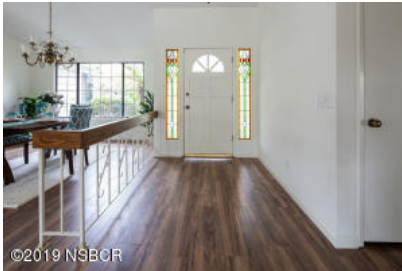




# Additional Photos

## 672 Woodbridge Court

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# Additional Photos

## 672 Woodbridge Court

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# Recently Sold

## 4337 Snowhill Court

**List Price:** \$625,000    **Sold Price:** \$625,000    **DOM:** 3

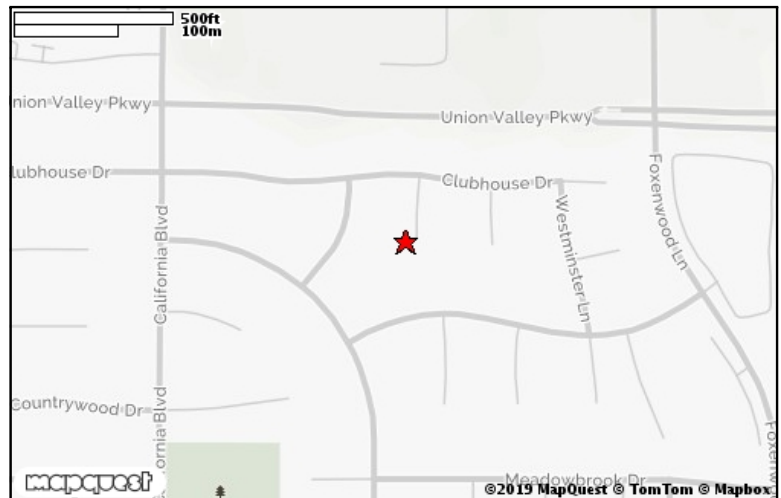


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1981  
**Acres:** 0.31  
**Tot SqFt:** 2003  
**Levels:** One  
**Exterior:** Other  
**Bedrooms:** 3  
**Full Baths:** 2  
**Half Baths:**  
**Heating:** Forced Air  
**Cooling:** None  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Composition  
**Int Feat:** Dual Pn Windows  
**Int Feat:** Cathedral Ceilin  
**Ext Feat:** Fenced Yard  
**Ext Feat:** Yard Sprinklers

### Description

*BEAUTIFULLY remodeled Single Story Foxenwood D plan in a cul-de-sac location. The updated kitchen has granite counters with a marble tile backsplash. There is a 5 burner GAS range with a warming drawer and stainless steel hood. There is a brand new dishwasher and stainless steel refrigerator remains. Kitchen window seat with storage has been added. The family room has a stacked brick fireplace. Brick matches front entry and trim at exterior of house. There is distressed dark hardwood floors in entry, hall, kitchen, front room, and 1 bedroom. There is new carpet in Living room, family room, and 2 bedrooms. MBR has spacious master bath with tub/shower/double sinks & walk-in closet. The yard is a 1/3 of an acre and beautifully maintained with many fruit trees. RV parking may be possible*



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# Additional Photos

## 4337 Snowhill Court

List Price: \$625,000 Sold Price: \$625,000 DOM: 3



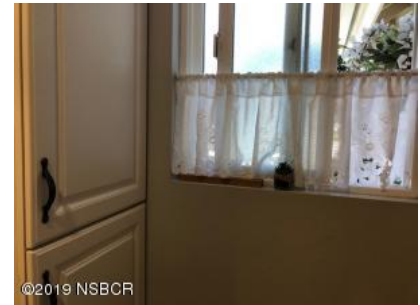
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# Additional Photos

## 4337 Snowhill Court

List Price: \$625,000 Sold Price: \$625,000 DOM: 3



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# Additional Photos

## 4337 Snowhill Court

List Price: \$625,000 Sold Price: \$625,000 DOM: 3



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# Recently Sold

## 4417 Countrywood Drive

List Price: \$640,000 Sold Price: \$628,000 DOM: 59



### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1980  
**Acres:** 0.23  
**Tot SqFt:** 2433  
**Levels:** One  
**Exterior:** Wood Siding  
**Bedrooms:** 4  
**Full Baths:** 2  
**Half Baths:** 1  
**Heating:** Forced Air  
**Cooling:** Ceiling Fans  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Other  
**Int Feat:** Dual Pn Windows  
**Int Feat:** Cathedral Ceilin  
**Ext Feat:** Fenced  
**Ext Feat:** Yard Sprinklers

### Description

*This wide-open, single story home feels like having a park in your backyard, because there is a park in your backyard! This expansive home offers over 2400 sq. ft. of living space plus a huge sunroom and an additional bonus room. Four bedrooms and 2 ½ baths for your family, and lots of space for entertaining, with a fully remodeled master suite and upgraded kitchen and baths, this turnkey beauty is just what your family is looking for. Hardwood throughout the living space and fourth bedroom/office, with carpet to keep your toes warm in the other bedrooms. Offering Orcutt schools for kids, easy access to Vandenberg Air Force Base and the fun of Historic Old Town Orcutt just minutes away, you will find everything you've wanted in your next home just waiting for you to make it your own.*



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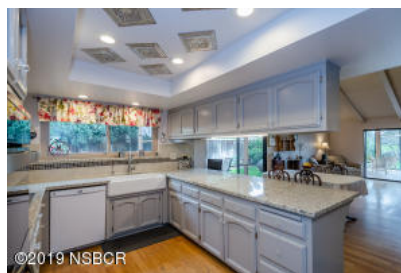


**OUTLAND & ASSOCIATES**

# Additional Photos

## 4417 Countrywood Drive

List Price: \$640,000 Sold Price: \$628,000 DOM: 59



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# Additional Photos

## 4417 Countrywood Drive

List Price: \$640,000   Sold Price: \$628,000   DOM: 59



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# Recently Sold

## 4358 Coachman Way

List Price: \$675,000 Sold Price: \$665,000 DOM: 22

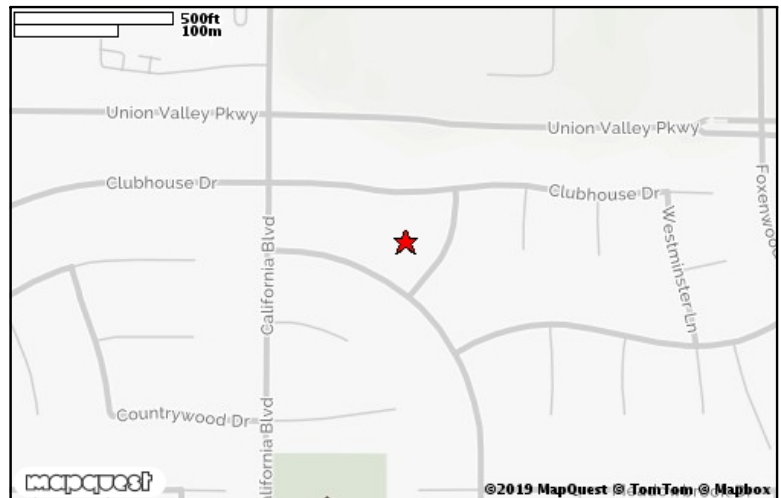


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1981  
**Acres:** 0.32  
**Tot SqFt:** 2615  
**Levels:**  
**Exterior:** Brick/Stone  
**Bedrooms:** 4  
**Full Baths:** 3  
**Half Baths:**  
**Heating:** Forced Air  
**Cooling:** None  
**Fireplace:**  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Wood  
**Roof:** Composition  
**Int Feat:** Dual Pn Windows  
**Int Feat:**  
**Ext Feat:** Fenced Yard  
**Ext Feat:** Patio Covered

### Description

Modern Elegance Welcomes You To This Stunning Home In Prestigious Foxenwoods Estates! This 4 Bedroom + Bonus Rm Has Amazing Features- Gourmet Kitchen (Totally Remodeled in 2018) With Custom Made Marble Counters, Back-Splash Subway Tiles Imported From Spain. Custom Made Cabinetry w/ Blum Soft-Close Drawers & Hinges, Imported Italian Hood, Newer High End Appliances & Custom Window Over Farm Sink.. New Hardwood Floors & Lighting. Downstairs Freshly Painted & Bathroom Was Fully Remodeled in 2018 w/ Marble Counters & Vanity Plus! Exterior Masonry Work For Great Curb Appeal -Too Many Amenities To List... The Huge Backyard Has a Zip-line and Plenty Of Room For Toys & Fun, Fruit Trees-Grapefruit, Lemon & Grape Vines. Orcutt School District & Close Proximity To Old Town Orcutt & Wineries.



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OUTLAND & ASSOCIATES

# Additional Photos

## 4358 Coachman Way

List Price: \$675,000 Sold Price: \$665,000 DOM: 22



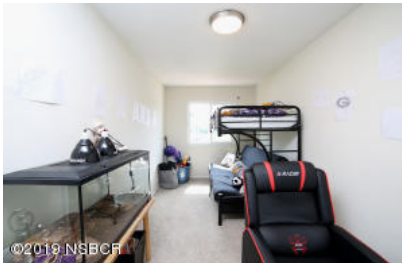
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# Additional Photos

## 4358 Coachman Way

List Price: \$675,000 Sold Price: \$665,000 DOM: 22



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# Additional Photos

## 4358 Coachman Way

List Price: \$675,000 Sold Price: \$665,000 DOM: 22



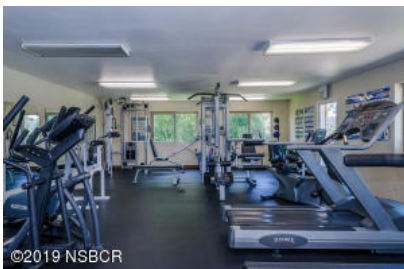
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# Additional Photos

## 4358 Coachman Way

List Price: \$675,000    Sold Price: \$665,000    DOM: 22



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# Recently Sold

## 4441 Countrywood Drive

**List Price:** \$689,900    **Sold Price:** \$677,450    **DOM:** 181

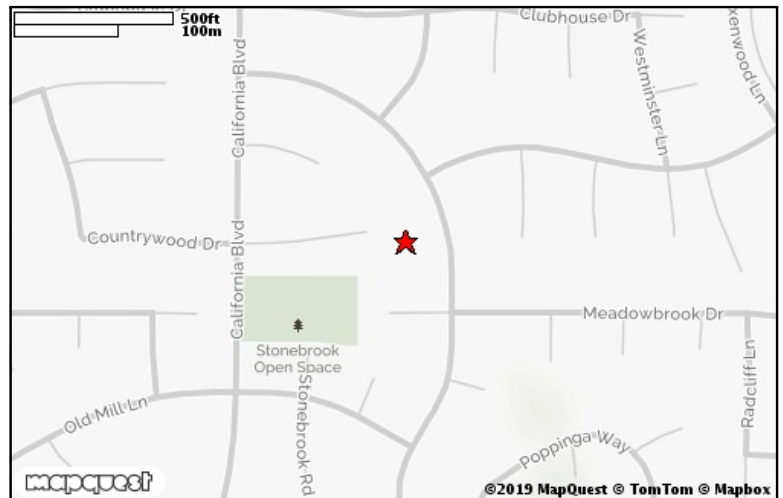


### Property Details

**City:** Santa Maria  
**County:** Santa Barbara  
**Year Built:** 1980  
**Acres:** 0.48  
**Tot SqFt:** 2668  
**Levels:** Two  
**Exterior:** Wood Siding  
**Bedrooms:** 4  
**Full Baths:** 3  
**Half Baths:** 1  
**Heating:** Forced Air  
**Cooling:** Central Air  
**Fireplace:** Brick/Stone  
**Parking:** Attached Garage  
**Foundation:** Slab  
**Floors:** Carpet  
**Roof:** Concrete  
**Int Feat:** Skylights  
**Int Feat:** Dual Pn Windows  
**Ext Feat:** Fenced Yard  
**Ext Feat:** Yard Sprinklers

### Description

Gorgeous move-in ready home in desirable Foxenwood Estates. This beautiful home is turn key and features 4 bedrooms, 3 baths, plus an office/half bath with its own private entrance. Numerous upgrades include air conditioning, granite counters, new tile flooring, new dishwasher, newer furnace, dual pane windows, concrete tile roof, and detached bonus room (unpermitted). Situated on a .48 acre lot at the end of a cul-de-sac, owners have invested over \$50,000 in front and back yard landscaping. South facing park-like backyard with plenty of patio space is perfect for outdoor entertaining. No HOA in Foxenwoods, but join the Tennis and Swim Club. Located within the distinguished Orcutt School District. And in close proximity to Old Orcutt and nearby wine country.



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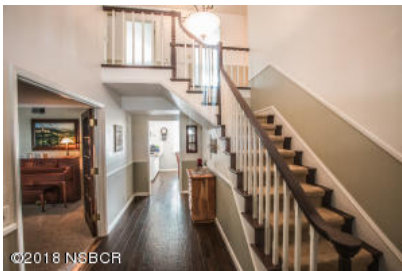
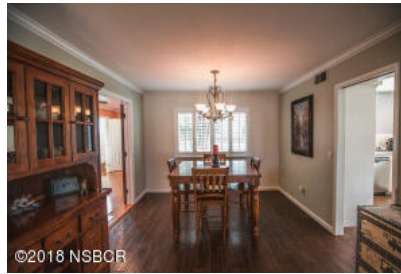


**OUTLAND & ASSOCIATES**

# Additional Photos

## 4441 Countrywood Drive

List Price: \$689,900 Sold Price: \$677,450 DOM: 181



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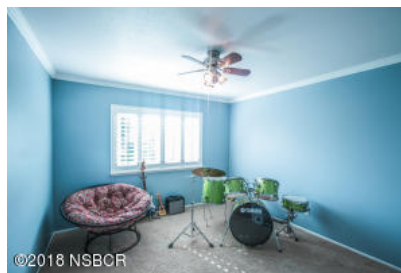




# Additional Photos

## 4441 Countrywood Drive

List Price: \$689,900 Sold Price: \$677,450 DOM: 181



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# Additional Photos

## 4441 Countrywood Drive

List Price: \$689,900 Sold Price: \$677,450 DOM: 181



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# Comparative Market Analysis

	986 Briarcliff Drive	910 Countrywood Court	385 Foxenwood Drive	913 Clubhouse Drive	1168 Foxenwood Drive
					
<b>Status</b>	A	A	A	P	C
<b>List Price</b>	\$621,000	\$645,000	\$677,000	\$609,000	\$596,500
<b>List\$ SqFt</b>	\$264	\$260	\$249	\$233	\$225
<b>Sold Price</b>					\$588,500
<b>Sold\$ SqFt</b>					\$221
<b>Contract Date</b>				06/09/19	04/15/19
<b>Sold Date</b>					05/15/19
<b>DOM</b>	52	120	65	37	13
<b>City</b>	Santa Maria	Santa Maria	Santa Maria	Santa Maria	Santa Maria
<b>County</b>	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
<b>Year Built</b>	1976	1979	1976	1980	1978
<b>Acres</b>	0.28	0.28	0.36	0.30	0.34
<b>Tot SqFt</b>	2349	2479	2720	2615	2657
<b>Levels</b>	One				Two
<b>Exterior</b>	Stucco		Stucco		Other
<b>Bedrooms</b>	3	4	3	4	4
<b>Full Baths</b>	2	2	3	2	2
<b>Half Baths</b>		1			
<b>Heating</b>	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
<b>Cooling</b>	None	Ceiling Fans	Ceiling Fans	None	None
<b>Fireplace</b>	Brick/Stone	Brick/Stone			Living Room
<b>Parking</b>	Attached Garage	Attached Garage	Attached Carport	Attached Garage	Attached Garage
<b>Foundation</b>	Slab	Slab	Slab	Slab	Slab
<b>Floors</b>	Carpet	Carpet	Carpet		Carpet
<b>Roof</b>	Composition	Composition	Tile	Clay	Concrete
<b>Int Feat</b>	Cathedral Ceilin		Skylights		
<b>Int Feat</b>	Wet Bar		Cathedral Ceilin		
<b>Ext Feat</b>	Patio		Patio		Fenced Yard
<b>Ext Feat</b>	Patio Covered		Yard Sprinklers		Yard Sprinklers
<b>Appliances</b>	Oven/Range-Gas	Gas Cooktop	Oven/Range-Gas		Dishwasher
<b>Appliances</b>	Garbage Disp	Microwave	Dryer		Microwave
<b>View</b>	Hill/Peak/Mnt				Corner
<b>Lot Desc</b>	Level				
<b>Site Imprv</b>	Paved Streets		Paved Streets		
<b>Site Imprv</b>	Telephone		Telephone		



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**OUTLAND & ASSOCIATES**

# Comparative Market Analysis

	922 Quail Ridge Drive	4547 Burlington Drive	648 Woodbridge Court	242 Clubhouse Drive	672 Woodbridge Court
					
<b>Status</b>	C	C	C	C	C
<b>List Price</b>	\$599,000	\$595,000	\$639,000	\$625,000	\$665,000
<b>List\$ SqFt</b>	\$229	\$255	\$288	\$238	\$237
<b>Sold Price</b>	\$590,000	\$596,000	\$617,500	\$625,000	\$625,000
<b>Sold\$ SqFt</b>	\$226	\$255	\$278	\$238	\$222
<b>Contract Date</b>	01/11/19	02/01/19	05/13/19	03/25/19	04/07/19
<b>Sold Date</b>	02/22/19	03/08/19	06/21/19	06/11/19	05/14/19
<b>DOM</b>		131	4	80	24
<b>City</b>	Santa Maria	Santa Maria	Santa Maria	Santa Maria	Santa Maria
<b>County</b>	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
<b>Year Built</b>	1979	1978	1980	1984	1980
<b>Acres</b>	0.25	0.25	0.29	0.34	0.44
<b>Tot SqFt</b>	2615	2334	2219	2629	2809
<b>Levels</b>	Two	Two	One	Two	
<b>Exterior</b>	Stucco	Stucco	Vinyl Siding	Wood Siding	Wood Siding
<b>Bedrooms</b>	4	3	3	4	3
<b>Full Baths</b>	3	1	2	3	1
<b>Half Baths</b>		1	1		1
<b>Heating</b>	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
<b>Cooling</b>	Ceiling Fans	Ceiling Fans	None	None	None
<b>Fireplace</b>	Brick/Stone		Brick/Stone	Brick/Stone	Brick/Stone
<b>Parking</b>	Attached Garage	Attached Garage	Attached Garage	Attached Garage	Attached Garage
<b>Foundation</b>	Slab	None	Slab	Slab	Slab
<b>Floors</b>	Carpet	Carpet	Carpet	Carpet	Carpet
<b>Roof</b>	Concrete	Composition	Rolled Comp	Composition	Shingle
<b>Int Feat</b>	Dual Pn Windows	Hand Rails	Dual Pn Windows	Dual Pn Windows	Other
<b>Int Feat</b>		Dual Pn Windows			
<b>Ext Feat</b>	Yard Sprinklers	Fenced Yard	Patio	Patio	Fenced
<b>Ext Feat</b>		Yard Sprinklers			
<b>Appliances</b>	Dishwasher	Gas Cooktop	Gas Cooktop	Gas Cooktop	Oven Double
<b>Appliances</b>	Elec Cooktop	Reverse Osmosis	Refrigerator	Oven	Refrigerator
<b>View</b>		City			None
<b>Lot Desc</b>	Cul-De-Sac	Level	Cul-De-Sac	Cul-De-Sac	Cul-De-Sac
<b>Site Imprv</b>		Paved Streets	Paved Streets	Paved Streets	Paved Streets
<b>Site Imprv</b>		Telephone	Street Lights	Telephone	Sidewalks




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**OUTLAND & ASSOCIATES**

# Comparative Market Analysis

	4337 Snowhill Court	4417 Countrywood Drive	4358 Coachman Way	4441 Countrywood Drive	
					
<b>Status</b>	C	C	C	C	
<b>List Price</b>	\$625,000	\$640,000	\$675,000	\$689,900	
<b>List\$ SqFt</b>	\$312	\$263	\$258	\$259	
<b>Sold Price</b>	\$625,000	\$628,000	\$665,000	\$677,450	
<b>Sold\$ SqFt</b>	\$312	\$258	\$254	\$254	
<b>Contract Date</b>	03/21/19	05/06/19	04/16/19	03/06/19	
<b>Sold Date</b>	05/13/19	05/29/19	05/28/19	03/21/19	
<b>DOM</b>	3	59	22	181	
<b>City</b>	Santa Maria	Santa Maria	Santa Maria	Santa Maria	
<b>County</b>	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	
<b>Year Built</b>	1981	1980	1981	1980	
<b>Acres</b>	0.31	0.23	0.32	0.48	
<b>Tot SqFt</b>	2003	2433	2615	2668	
<b>Levels</b>	One	One		Two	
<b>Exterior</b>	Other	Wood Siding	Brick/Stone	Wood Siding	
<b>Bedrooms</b>	3	4	4	4	
<b>Full Baths</b>	2	2	3	3	
<b>Half Baths</b>		1		1	
<b>Heating</b>	Forced Air	Forced Air	Forced Air	Forced Air	
<b>Cooling</b>	None	Ceiling Fans	None	Central Air	
<b>Fireplace</b>	Brick/Stone	Brick/Stone		Brick/Stone	
<b>Parking</b>	Attached Garage	Attached Garage	Attached Garage	Attached Garage	
<b>Foundation</b>	Slab	Slab	Slab	Slab	
<b>Floors</b>	Carpet	Carpet	Wood	Carpet	
<b>Roof</b>	Composition	Other	Composition	Concrete	
<b>Int Feat</b>	Dual Pn Windows	Dual Pn Windows	Dual Pn Windows	Skylights	
<b>Int Feat</b>	Cathedral Ceilin	Cathedral Ceilin		Dual Pn Windows	
<b>Ext Feat</b>	Fenced Yard	Fenced	Fenced Yard	Fenced Yard	
<b>Ext Feat</b>	Yard Sprinklers	Yard Sprinklers	Patio Covered	Yard Sprinklers	
<b>Appliances</b>	Oven/Range-Gas		Oven/Range-Gas	Dishwasher	
<b>Appliances</b>	Refrigerator		Garbage Disp	Dryer	
<b>View</b>		Greenbelt		None	
<b>Lot Desc</b>	Cul-De-Sac	Greenbelt		Cul-De-Sac	
<b>Site Imprv</b>	Paved Streets			Paved Streets	
<b>Site Imprv</b>	Telephone			Sidewalks	






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**OUTLAND & ASSOCIATES**

# Comparative Market Analysis

	4626 Brandon Court	922 Quail Ridge Drive		4547 Burlington Drive		4441 Countrywood Drive	
							
			Adjustments		Adjustments		Adjustments
<b>Sold Price</b>		\$590,000	\$590,000	\$596,000	\$596,000	\$677,450	\$677,450
<b>Sold\$ SqFt</b>		\$226		\$255		\$254	
<b>List Price</b>		\$599,000		\$595,000		\$689,900	
<b>List\$ SqFt</b>		\$229		\$255		\$259	
<b>Contract Date</b>		01/11/19		02/01/19		03/06/19	
<b>Sold Date</b>		02/22/19		03/08/19		03/21/19	
<b>DOM</b>				131		181	
<b>County</b>	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
<b>City</b>	Santa Maria	Santa Maria		Santa Maria		Santa Maria	
<b>Lot SqFt</b>							
<b>Year Built</b>							
<b>SqFt</b>	2698	2615		2334		2668	
<b>Levels</b>	2	Two		Two		Two	
<b>Bedrooms</b>	4	4		3		4	
<b>Bathrooms</b>							
<b>Gar Capacity</b>							
<b>Parking</b>		Attached Garage		Attached Garage		Attached Garage	
<b>Heating</b>							
<b>Cooling</b>							
<b>Fireplace</b>							
<b>Fireplace</b>							
<b>Eating Area</b>							
<b>Laundry</b>							
<b>Patio</b>							
<b>Pool</b>							
<b>Floors</b>							
<b>Floors</b>							
<b>Roof</b>		Concrete		Composition		Concrete	
<b>Int Feat</b>		Dual Pn Windows		Hand Rails		Skylights	
<b>Int Feat</b>				Dual Pn Windows		Dual Pn Windows	
<b>Int Feat</b>							
<b>Ext Feat</b>							
<b>Ext Feat</b>		Yard Sprinklers		Fenced Yard		Fenced Yard	
<b>Ext Feat</b>				Yard Sprinklers		Yard Sprinklers	
<b>Ext Feat</b>							
	\$623,745		\$590,000		\$596,000		\$677,450


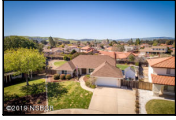



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**OUTLAND & ASSOCIATES**

# Comparative Market Analysis

	4626 Brandon Court	672 Woodbridge Court		4337 Snowhill Court		1168 Foxenwood Drive	
			Adjustments		Adjustments		Adjustments
<b>Sold Price</b>		\$625,000	\$625,000	\$625,000	\$625,000	\$588,500	\$588,500
<b>Sold\$ SqFt</b>		\$222		\$312		\$221	
<b>List Price</b>		\$665,000		\$625,000		\$596,500	
<b>List\$ SqFt</b>		\$237		\$312		\$225	
<b>Contract Date</b>		04/07/19		03/21/19		04/15/19	
<b>Sold Date</b>		05/14/19		05/13/19		05/15/19	
<b>DOM</b>		24		3		13	
<b>County</b>	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
<b>City</b>	Santa Maria	Santa Maria		Santa Maria		Santa Maria	
<b>Lot SqFt</b>							
<b>Year Built</b>		2809		2003		2657	
<b>SqFt</b>	2698						
<b>Levels</b>	2	3		One		Two	
<b>Bedrooms</b>	4			3		4	
<b>Bathrooms</b>							
<b>Gar Capacity</b>		Attached Garage		Attached Garage		Attached Garage	
<b>Parking</b>							
<b>Heating</b>							
<b>Cooling</b>							
<b>Fireplace</b>							
<b>Fireplace</b>							
<b>Eating Area</b>							
<b>Laundry</b>							
<b>Patio</b>							
<b>Pool</b>							
<b>Floors</b>							
<b>Floors</b>							
<b>Roof</b>		Shingle		Composition		Concrete	
<b>Int Feat</b>		Other		Dual Pn Windows			
<b>Int Feat</b>				Cathedral Ceilin			
<b>Int Feat</b>							
<b>Ext Feat</b>		Fenced		Fenced Yard		Fenced Yard	
<b>Ext Feat</b>				Yard Sprinklers		Yard Sprinklers	
<b>Ext Feat</b>							
<b>Ext Feat</b>							
	\$623,745		\$625,000		\$625,000		\$588,500






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# Comparative Market Analysis

	4626 Brandon Court	4358 Coachman Way		4417 Countrywood Drive		242 Clubhouse Drive	
							
			Adjustments		Adjustments		Adjustments
<b>Sold Price</b>		\$665,000	\$665,000	\$628,000	\$628,000	\$625,000	\$625,000
<b>Sold\$ SqFt</b>		\$254		\$258		\$238	
<b>List Price</b>		\$675,000		\$640,000		\$625,000	
<b>List\$ SqFt</b>		\$258		\$263		\$238	
<b>Contract Date</b>		04/16/19		05/06/19		03/25/19	
<b>Sold Date</b>		05/28/19		05/29/19		06/11/19	
<b>DOM</b>		22		59		80	
<b>County</b>	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
<b>City</b>	Santa Maria	Santa Maria		Santa Maria		Santa Maria	
<b>Lot SqFt</b>							
<b>Year Built</b>							
<b>SqFt</b>	2698	2615		2433		2629	
<b>Levels</b>	2			One		Two	
<b>Bedrooms</b>	4	4		4		4	
<b>Bathrooms</b>							
<b>Gar Capacity</b>							
<b>Parking</b>		Attached Garage		Attached Garage		Attached Garage	
<b>Heating</b>							
<b>Cooling</b>							
<b>Fireplace</b>							
<b>Fireplace</b>							
<b>Eating Area</b>							
<b>Laundry</b>							
<b>Patio</b>							
<b>Pool</b>							
<b>Floors</b>							
<b>Floors</b>							
<b>Roof</b>		Composition		Other		Composition	
<b>Int Feat</b>		Dual Pn Windows		Dual Pn Windows		Dual Pn Windows	
<b>Int Feat</b>				Cathedral Ceilin			
<b>Int Feat</b>							
<b>Ext Feat</b>		Fenced Yard		Fenced		Patio	
<b>Ext Feat</b>		Patio Covered		Yard Sprinklers			
<b>Ext Feat</b>							
<b>Ext Feat</b>							
	\$623,745		\$665,000		\$628,000		\$625,000



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**OUTLAND & ASSOCIATES**



# Comparative Market Analysis

4626 Brandon Court

648 Woodbridge Court



			Adjustments	Adjustments	Adjustments
Sold Price		\$617,500	\$617,500		
Sold\$ SqFt		\$278			
List Price		\$639,000			
List\$ SqFt		\$288			
Contract Date		05/13/19			
Sold Date		06/21/19			
DOM		4			
County	Santa Barbara	Santa Barbara			
City	Santa Maria	Santa Maria			
Lot SqFt					
Year Built					
SqFt	2698	2219			
Levels	2	One			
Bedrooms	4	3			
Bathrooms					
Gar Capacity					
Parking		Attached Garage			
Heating					
Cooling					
Fireplace					
Fireplace					
Eating Area					
Laundry					
Patio					
Pool					
Floors					
Floors					
Roof		Rolled Comp			
Int Feat		Dual Pn Windows			
Int Feat					
Int Feat					
Ext Feat		Patio			
Ext Feat					
Ext Feat					
Ext Feat					
	\$623,745		\$617,500		



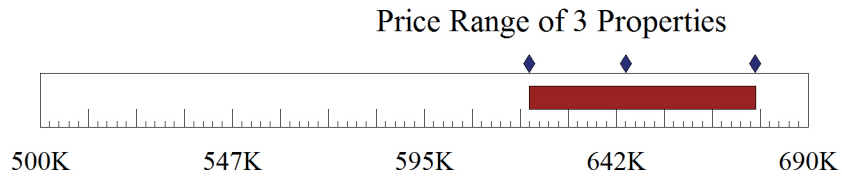
**Jo Ann Outland, NRBA, CDPE, CDSP**  
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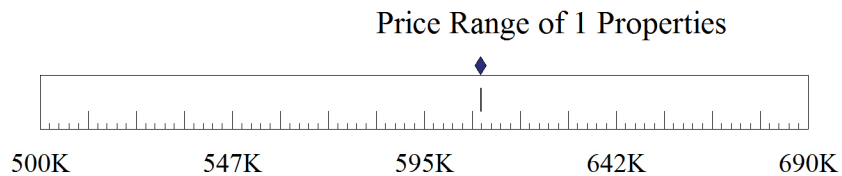
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# Comparative Market Analysis Graphed by Status

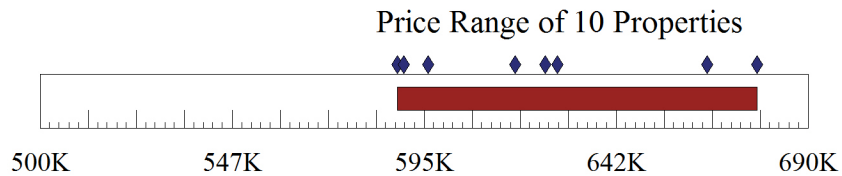
## *Currently On The Market*



## *Under Contract*



## *Recently Sold*



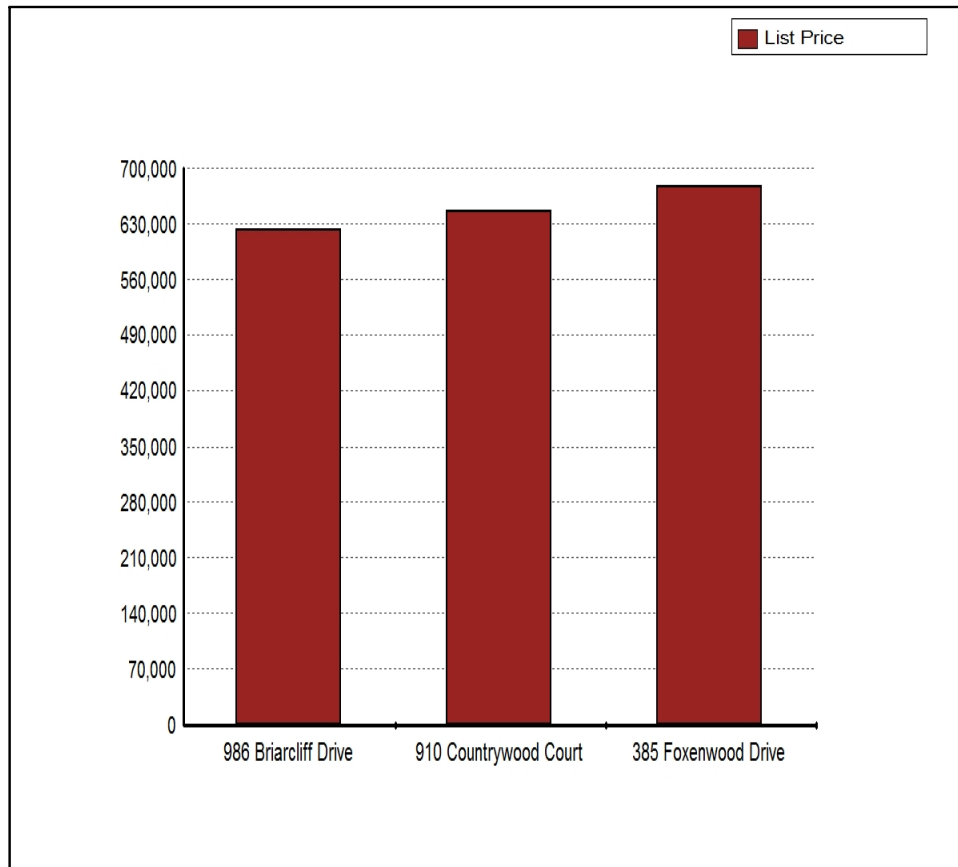
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# Comparative Market Analysis Statistics

## Graphic Analysis of Currently On The Market Properties



### Summary Statistics of 3 Properties:

Average Price: \$647,666  
High Price: \$677,000  
Low Price: \$621,000  
Median Price: \$645,000  
Average \$ per SqFt: \$257.67  
Average Year Built: 1977  
Average Days On Market: 79



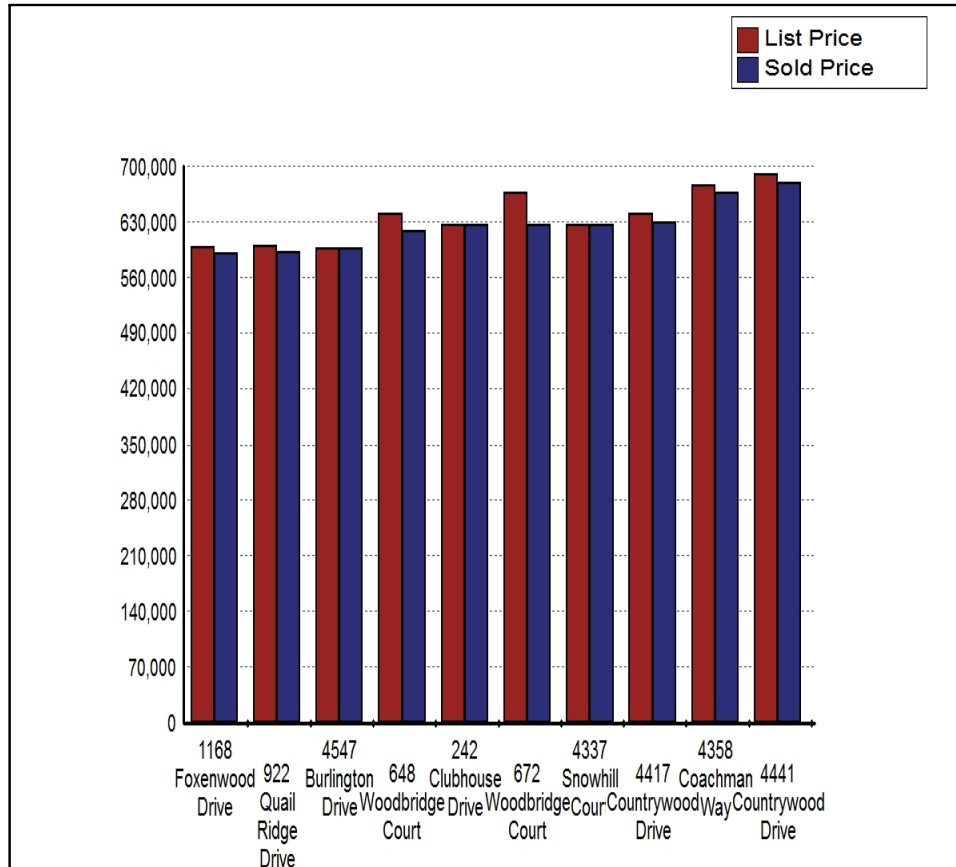
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# Comparative Market Analysis Statistics

## Graphic Analysis of Recently Sold Properties



### Summary Statistics of 10 Properties:

Average Price: \$623,745  
 High Price: \$677,450  
 Low Price: \$588,500  
 Median Price: \$625,000  
 Average \$ per SqFt: \$251.80  
 Average Year Built: 1980  
 Average Sale Price % List Price: 98.24  
 Average Days On Market: 57



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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:

**\$606,000 to \$643,000**



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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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# 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



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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](http://www.greatschools.org)  
[www.education.com/schoolfinder](http://www.education.com/schoolfinder)  
[www.schooldigger.com](http://www.schooldigger.com)

### Demographic and Crime Information:

[www.melissadata.com/lookups](http://www.melissadata.com/lookups)  
[www.zipwho.com](http://www.zipwho.com)  
[www.spotcrime.com](http://www.spotcrime.com)  
[www.crimereports.com](http://www.crimereports.com)  
[www.census.gov](http://www.census.gov)

### Weather:

[www.theweathernetwork.com/forecasts/statistics/list](http://www.theweathernetwork.com/forecasts/statistics/list)  
[www.wunderground.com/history](http://www.wunderground.com/history)  
[www.accuweather.com](http://www.accuweather.com)

### Restaurants:

[www.yelp.com](http://www.yelp.com)  
[www.tripadvisor.com/restaurants](http://www.tripadvisor.com/restaurants)  
[www.fodors.com/world/restaurant-reviews.html](http://www.fodors.com/world/restaurant-reviews.html)

### Walk Score:

[www.walkscore.com](http://www.walkscore.com)



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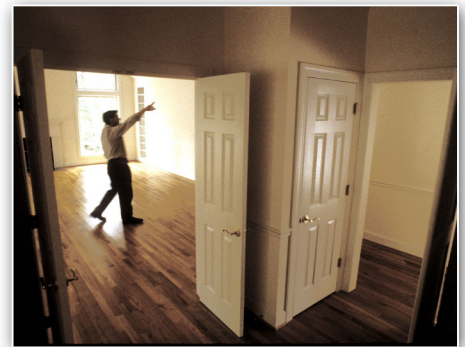


## In Conclusion

**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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Website <http://joannoutland.com/>





# 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](http://www.outlandinc.com) ♦ Email: [info@outlandinc.com](mailto: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

<b>Outland &amp; Associates Real Estate</b>	<b>Shell Beach, CA</b>	<b>2007 to Present</b>
<b>Owner, CEO, Broker and Realtor®</b>		

- 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

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

- 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

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

### MEMBERSHIPS

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



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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](mailto:joann@outlandinc.com) (email) or [joannoutland.com](http://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
- Advanced capacity for computers and technology
- Efficient document preparation and submission
- High-tech approach and web-based lead generation
- Strategic marketing and effective sales techniques
- HUD, REO and short sale property transactions
- Persuasive communication and bargaining abilities
- Loss mitigation and property preservation
- Pertinent regulations, rules, laws and standards
- Organization, multitasking and interpersonal skills

### CURRENT WORK EXPERIENCE

<b>Outland &amp; Associates, Inc.</b>	<b>Shell Beach, CA</b>	<b>2007 to Present</b>
<b>Co-owner and Realtor®</b>		
<ul style="list-style-type: none"> <li>▪ Own, manage, and serve as an instrumental component responsible for the REO success of the agency</li> <li>▪ Recognized the change in the real estate industry and transformed business practices to suit market needs</li> <li>▪ Handle pre-foreclosure services including property preservation, stabilization, loss mitigation and valuations</li> <li>▪ Implement high-tech solutions to enhance business and generate leads including web advertising and SEO</li> <li>▪ Thoroughly prepare and submit documentation to successfully complete real estate sales and purchases</li> <li>▪ Coordinate buyers, sellers, lenders, title companies, contractors, utility companies, vendors and other agents</li> <li>▪ Achieve a remarkable sales record, which includes over 1,200 properties sold within the last eight years</li> <li>▪ Research regulations and incorporate current standards into office practices to ensure code compliance</li> <li>▪ 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</li> </ul>		

### PREVIOUS WORK EXPERIENCE

<b>Outland and Associates, Inc.</b>	<b>Shell Beach, CA</b>	<b>2007 to Date</b>
<b>Keller Williams Realty</b>	<b>Pismo Beach, CA</b>	<b>2005 to 2007</b>
<b>Re/Max</b>	<b>Grover Beach, CA</b>	<b>2001 to 2005</b>
<ul style="list-style-type: none"> <li>▪ Established a significant client base and successfully conducted multifaceted real estate transactions</li> <li>▪ Acquired expertise and comprehensive knowledge of real estate rules, methods, regulations and procedures</li> </ul>		

### LICENSES AND CERTIFICATIONS

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

### MEMBERSHIPS

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



**\$429,900**

**NOW**

**AVAILABLE**

4852 Crestwood Dr  
Santa Maria , CA

## FEATURES

- 3 Bedrooms
- 2 Baths
- Style: Mediterranean
- 1,920 Sq. Ft.
- Year Built: 1977
- Room for RV
- Attached Garage
- Water: Public
- Sewer: Public
- New Roof
- New Interior Paint

Great Location, Three Bedrooms, two Baths, on a large Corner lot with room to park an RV, Boat, trailer. New 30 year roof installed August 2018, and new interior paint. Walk in the Entry, and you have your Formal Living room and Formal Dining Room. The spacious backyard features a covered patio, three fruit trees & shed. Centrally located between downtown & Old Town Orcutt.



**JOANN OUTLAND**

**Owner/Broker**

[joannoutland.com](http://joannoutland.com)

00646902

[JoAnn@outlandinc.com](mailto:JoAnn@outlandinc.com)

**Outland and Associates**

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James Outland Proudly Presents  
2610 Sadie Way, Santa Maria, Ca 93455



REAL ESTATE  
(805) 481-3939  
License #01799035



## Updated Bradley Traditions Home For Sale

Don't miss this Bradley Traditions home with brand new carpet and interior paint. 3 bedroom with 4 bedroom/office ( no closet). Master bath features dual sinks, tile flooring and a separate tub and shower. Open kitchen, with ample tile counter tops, cabinetry and pantry. Kitchen also features stainless steel oven, microwave and gas stove top, and a breakfast bar. Open living room with vaulted ceilings and fireplace, dining area is off of living room. 2 bedrooms and 1 full bath upstairs with open area for office or media area. Very low maintenance back yard. Most of the back yard has been tiled and has a brick wall for privacy. Close to shopping, schools and freeway access.

3beds,2.75baths  
New carpet & paint  
2,570 Sq. Ft.  
Bonus room  
Office area  
HOA \$175 Annually

Check out the QR code Matterport Tour Below | Offered at: \$499,000



All information deemed reliable but not guaranteed.  
If your property is listed with a real estate broker, please disregard.

James Outland  
CO-OWNER/ BROKER ASSOCIATE

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James@Outlandinc.com  
JamesOutland.net  
DRE# 01314390



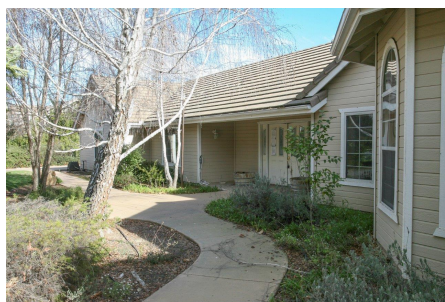
James Outland

**630 Foxen Lane, Los Alamos, Ca 93440**

Price: \$635,000



Rare large lot with ten car garage  
4 Bedrooms | 2 Bathrooms | 10 Car Garage | 1,996 Sq. Ft.

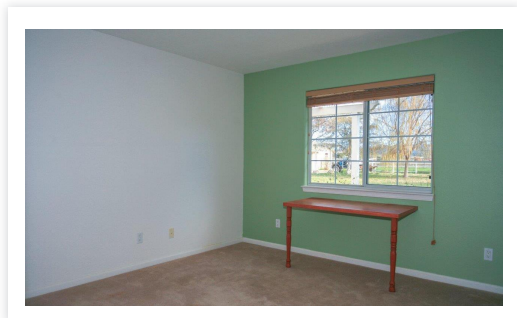
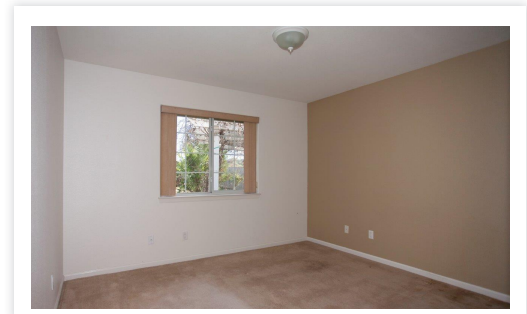
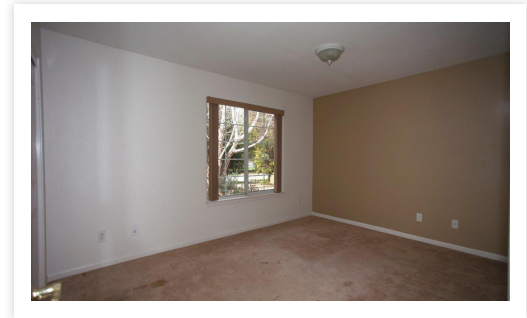


Call James or JoAnn Outland



630 Foxen Lane, Los Alamos, Ca 93440

Price: \$635,000



## Additional Features

- Year Built 1999
- Sq. Ft. 1996
- 4 Bedroom
- 2 bath
- Lot Size 0.86 Ac
- 10 Car Garages

**JAMES OUTLAND**  
Co-owner/ Broker Associate

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