

Real Estate Services Proposal

Prepared Especially for:
Craig A and Lucia Moulton

For Marketing the Property Located at:
924 E Lemon Avenue

Prepared by:

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

Office: 805-481-3939

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Email JoAnn@outlandinc.com

Website <http://joannoutland.com/>

Outland & Associates Real Estate

2665 Shell Beach Rd, Ste J1

Pismo Beach, CA 93449

Date: May 22, 2019



May 22, 2019

Craig A and Lucia Moulton
924 E Lemon Avenue
Lompoc, Ca 93436

Dear Mr. & Mrs. Moulton:

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, CDSF
Owner / Broker, REALTOR®



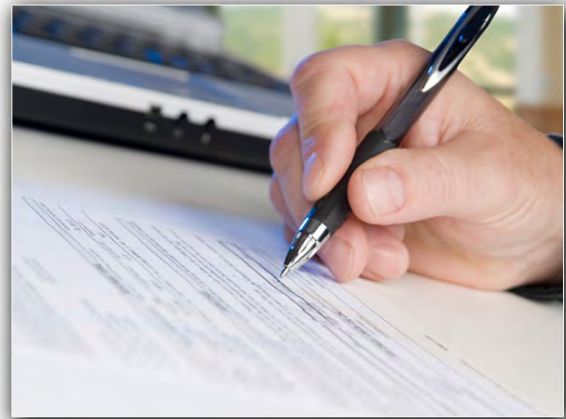
Why use a REALTOR®?



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:

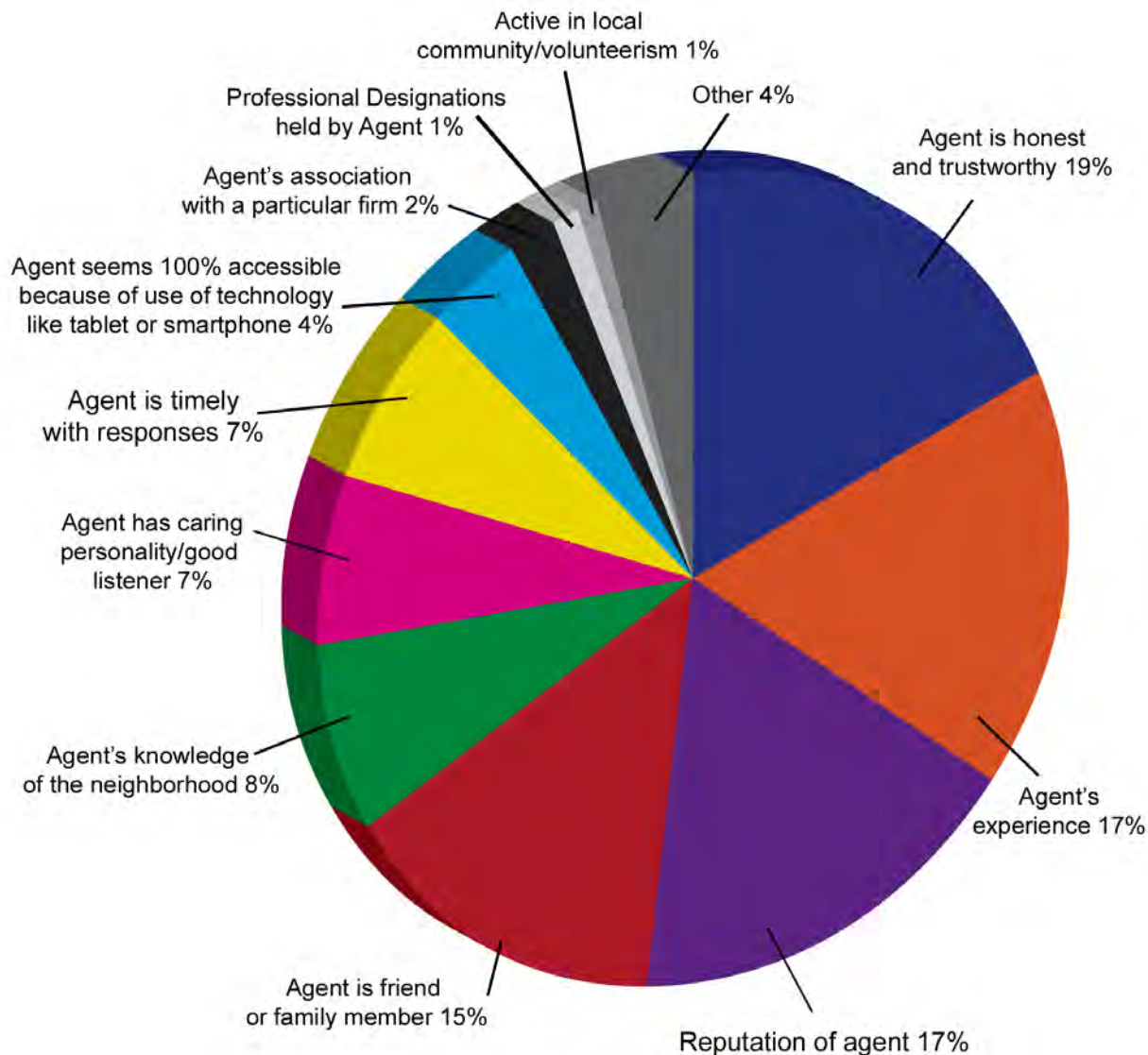
- ❖ Realistic pricing will achieve maximum price in a reasonable time.
- ❖ Your cost or profit desire is irrelevant; the market determines the price.
- ❖ The cost of improvements are almost always more than the added value.
- ❖ Houses that remain on the market for a long time do not get shown.
- ❖ A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

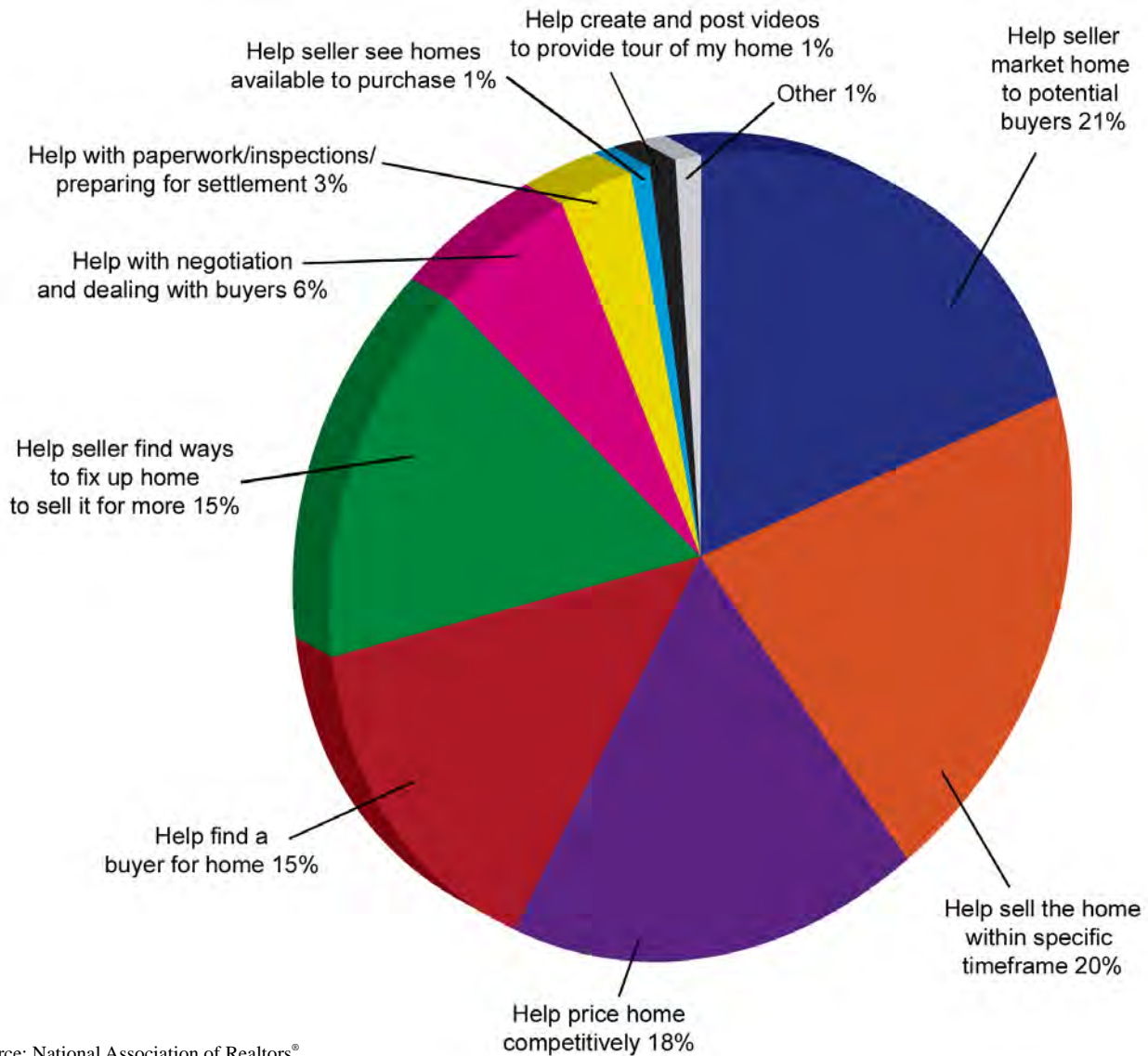


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What Sellers Want Most From Real Estate Professionals

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



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Profile of Home Buyers and Sellers.



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Subject Property Profile for

924 E Lemon Avenue



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: Lompoc
Acres: 0.14
Exterior: Stucco
Half Baths:
Fireplace: Living room
Floors:
Int Feat:
Appliances:
Lot Desc:

County: Santa Barbara
Tot SqFt: 1480
Bedrooms: 4
Heating:
Parking: 2- car garage
Roof: Comp
Ext Feat:
Appliances:
Site Imprv:

Year Built: 1962
Levels: 1
Full Baths: 2
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>
1609 E Pine Avenue	One	4	2		1652		\$320,000
1105 E Oak Avenue	One	4	2		1286		\$320,000
1305 N 1st Place		4	1		1342		\$329,000
205 N 7th Street	One	3	1	1	1274		\$337,500
224 N N Street	One	3	2		1061		\$348,000

Average of 5 Properties: \$330,900 Min: \$320,000 Max: \$348,000 Median: \$329,000

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>
712 N 6th Street	One	3	2		1383		\$349,900
524 N A Street	One	3	1		1448		\$360,000
205 Quail Circle	Two	3	2	1	1475		\$362,000

Average of 3 Properties: \$357,300 Min: \$349,900 Max: \$362,000 Median: \$360,000

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>
1413 E Lemon Avenue	One	3	2		1763	\$320,000	\$330,000
1501 E Oak Avenue	One	3	2		1520	\$325,000	\$320,000
1212 E Lemon Avenue	One	3	2		1300	\$328,000	\$330,000
629 N 7th Street	One	3	2		1299	\$329,000	\$329,000
605 N Seventh Street	One	3	2		1433	\$329,000	\$329,000
1313 E Lemon Avenue	One	3	1		1272	\$334,000	\$349,900
900 E Lemon Avenue	One	3	2		1232	\$339,000	\$349,000
1208 E Chestnut Avenue	One	3	1	1	1274	\$340,000	\$365,000
1116 N G Street	One	3	2		1606	\$341,750	\$349,900
408 E Cherry Avenue	One	3	1		1552	\$349,000	\$349,900
1516 E Oak Avenue	One	4	2		1192	\$349,000	\$349,900
529 N 7th Street		4	2		1316	\$350,000	\$339,900
1201 E Oak Avenue	One	4	1		1286	\$350,000	\$349,900
1300 N Third Street		4	1		1288	\$355,000	\$359,900
320 Barrington Place		3	2		1555	\$355,000	\$355,000
309 Quail Circle	Two	4	2	1	1850	\$365,000	\$366,900
1236 N First Place	One	4	2		1342	\$369,000	\$379,900
629 N 6th Street		3	2		1497	\$370,000	\$374,999

Average of 18 Properties: \$344,319 Min: \$320,000 Max: \$370,000 Median: \$345,375



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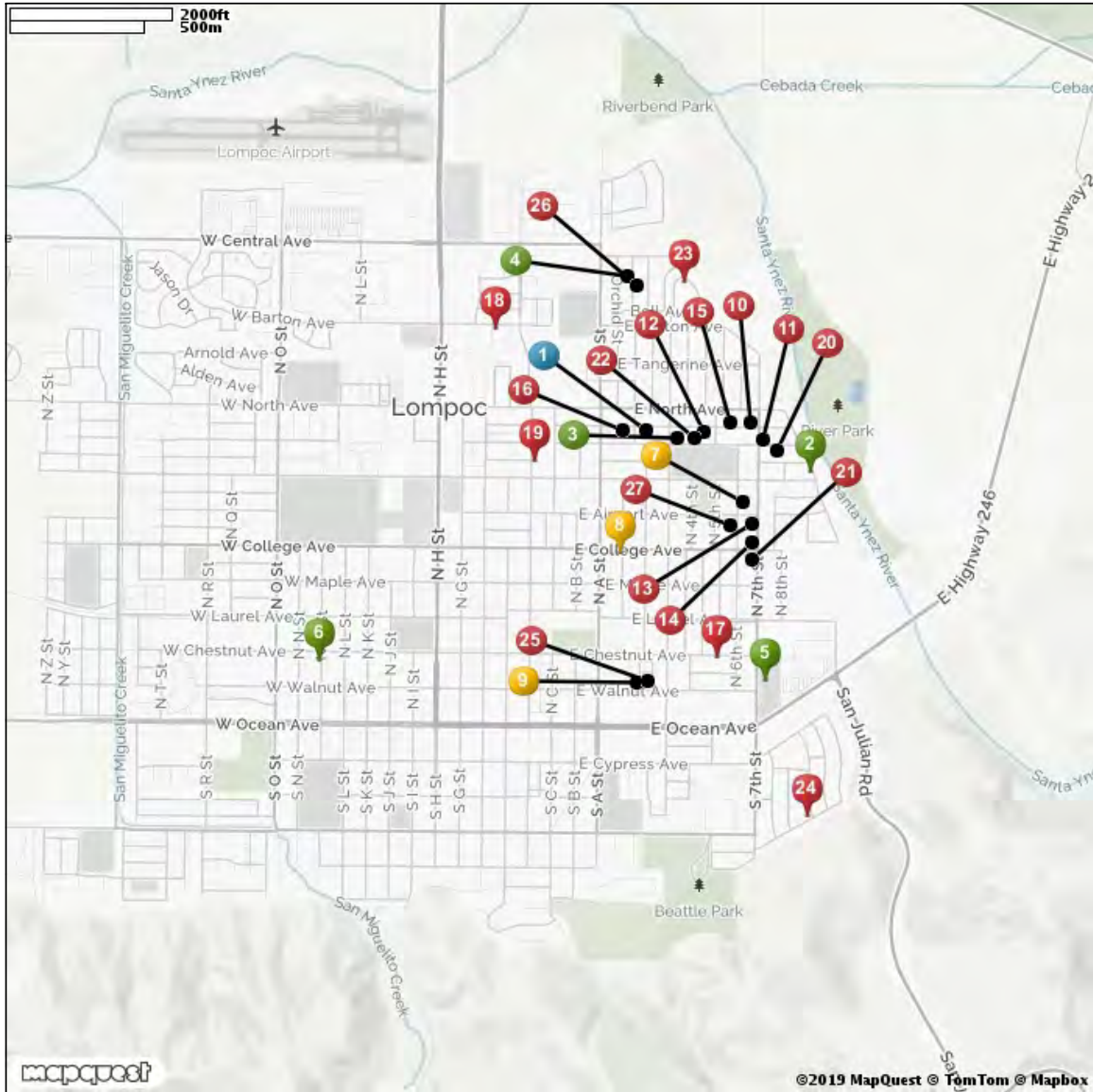
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Map of Comparable Properties



<u>Ref #</u>	<u>Status</u>	<u>Address</u>
1	Subject Property	924 E Lemon Avenue
2	Currently On The Market	1609 E Pine Avenue
3	Currently On The Market	1105 E Oak Avenue
4	Currently On The Market	1305 N 1st Place
5	Currently On The Market	205 N 7th Street
6	Currently On The Market	224 N N Street
7	Under Contract	712 N 6th Street
8	Under Contract	524 N A Street



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List of mapped properties continued...

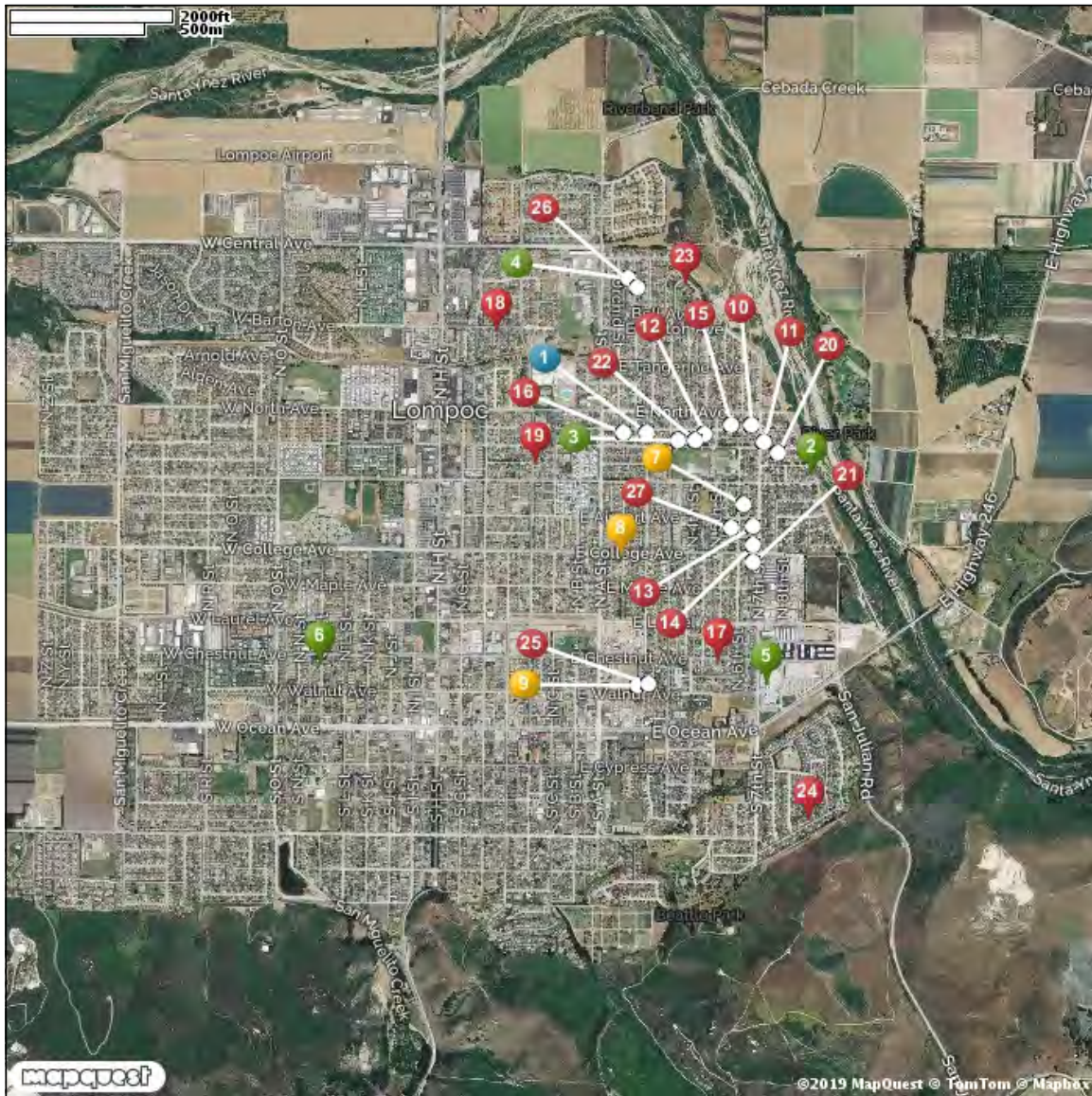
<u>Ref #</u>	<u>Status</u>	<u>Address</u>
9	Under Contract	205 Quail Circle
10	Recently Sold	1413 E Lemon Avenue
11	Recently Sold	1501 E Oak Avenue
12	Recently Sold	1212 E Lemon Avenue
13	Recently Sold	629 N 7th Street
14	Recently Sold	605 N Seventh Street
15	Recently Sold	1313 E Lemon Avenue
16	Recently Sold	900 E Lemon Avenue
17	Recently Sold	1208 E Chestnut Avenue
18	Recently Sold	1116 N G Street
19	Recently Sold	408 E Cherry Avenue
20	Recently Sold	1516 E Oak Avenue
21	Recently Sold	529 N 7th Street
22	Recently Sold	1201 E Oak Avenue
23	Recently Sold	1300 N Third Street
24	Recently Sold	320 Barrington Place
25	Recently Sold	309 Quail Circle
26	Recently Sold	1236 N First Place
27	Recently Sold	629 N 6th Street



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Currently On The Market

1609 E Pine Avenue

List Price: \$320,000

DOM: 14



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1962
Acres: 0.14
Tot SqFt: 1652
Levels: One
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Concrete Block
Floors: Carpet
Roof: Composition
Int Feat:
Int Feat:
Ext Feat: Fenced Yard
Ext Feat:

Description

Personalize this house into your dream home! This four bedroom two bath is a great opportunity for the buyer looking for large family room space. All ceilings are textured and fresh paint throughout. You will love the back yard filled with flowers and fruit trees. Contact your real estate agent today for a private showing.



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Additional Photos

1609 E Pine Avenue

List Price: \$320,000

DOM: 14



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Additional Photos

1609 E Pine Avenue

List Price: \$320,000

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Additional Photos

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Currently On The Market

1105 E Oak Avenue

List Price: \$320,000

DOM: 145



Property Details

City: Lompoc

County: Santa Barbara

Year Built: 1959

Acres: 0.13

Tot SqFt: 1286

Levels: One

Exterior:

Bedrooms: 4

Full Baths: 2

Half Baths:

Heating: Forced Air

Cooling: Ceiling Fans

Fireplace:

Parking: Attached Garage

Foundation: Slab

Floors:

Roof: Other

Int Feat:

Int Feat:

Ext Feat:

Ext Feat:

Description

Located in a desirable neighborhood this single level home pairs the convenience of easy access to Highway 1 with the ease of a 5 minute drive to Lompoc's main st. A large kitchen that has tons of potential overlooks the backyard & boasts 4 spacious rooms. This property is ripe with possibilities. 1105 E oak is an ideal blend of all things that define Lompoc's laid back lifestyle!



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OUTLAND & ASSOCIATES

Additional Photos

1105 E Oak Avenue

List Price: \$320,000

DOM: 145



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Currently On The Market

1305 N 1st Place

List Price: \$329,000

DOM: 27

Property Details

City: Lompoc

County: Santa Barbara

Year Built: 1963

Acres: 0.15

Tot SqFt: 1342

Levels:

Exterior:

Bedrooms: 4

Full Baths: 1

Half Baths:

Heating: Forced Air

Cooling: None

Fireplace:

Parking: Attached Garage

Foundation: Slab

Floors:

Roof: Composition

Int Feat:

Int Feat:

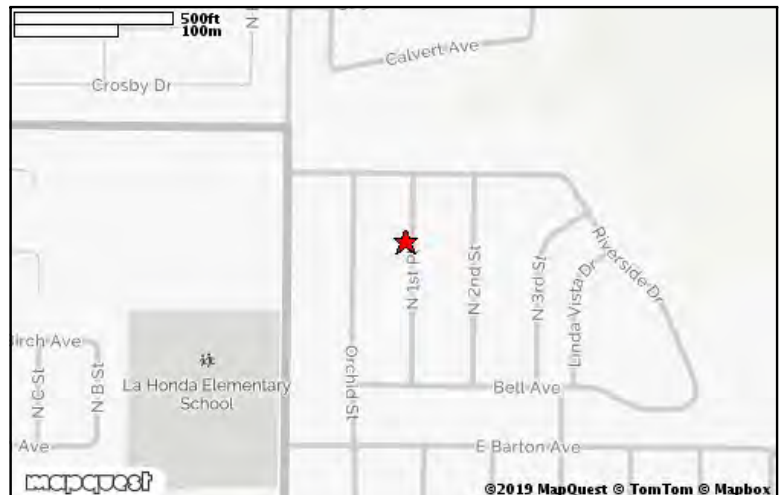
Ext Feat:

Ext Feat:



Description

Popular 4 bedroom, 2 bath home on the Northeast side of Lompoc. Priced to sell! Some wood flooring, Extra wide driveway with room for RV.



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Currently On The Market

205 N 7th Street

List Price: \$337,500

DOM: 191



Property Details

City: Lompoc

County: Santa Barbara

Year Built: 1961

Acres: 0.15

Tot SqFt: 1274

Levels: One

Exterior:

Bedrooms: 3

Full Baths: 1

Half Baths: 1

Heating: Forced Air

Cooling: None

Fireplace:

Parking: Attached Garage

Foundation: Slab

Floors:

Roof: Composition

Int Feat:

Int Feat:

Ext Feat:

Ext Feat:

Description

Lovely home in desirable area. This 3 bed/1 1/2 bath home has been updated with new furnace, new dishwasher, stove, hot water heater, paint and flooring. Close proximity to Wine Tasting and quick access to Highways 1 & 246. Seller is also providing a one year Homes Warranty.. The garage enters off the alley and there is plenty of parking also for an RV.



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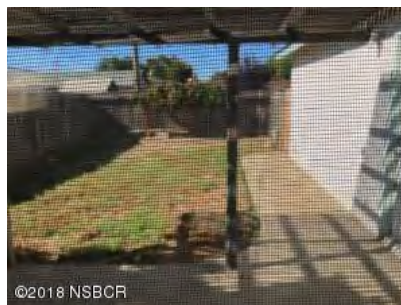
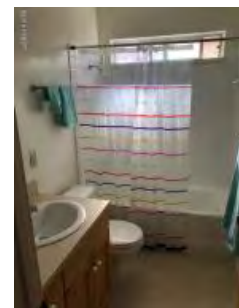
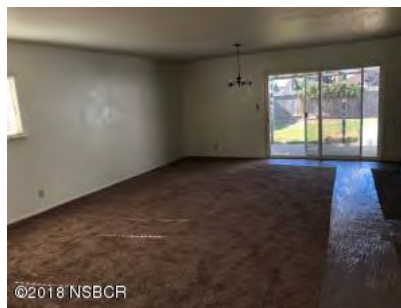
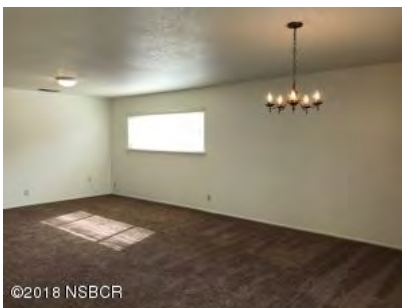


Additional Photos

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List Price: \$337,500

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Currently On The Market

224 N N Street

List Price: \$348,000

DOM: 46



Property Details

City: Lompoc

County: Santa Barbara

Year Built: 1957

Acres: 0.16

Tot SqFt: 1061

Levels: One

Exterior: Stucco

Bedrooms: 3

Full Baths: 2

Half Baths:

Heating: Wall Furnace

Cooling: None

Fireplace:

Parking: Detached Garage

Foundation: Slab

Floors: Carpet

Roof: Composition

Int Feat: Dual Pn Windows

Int Feat:

Ext Feat: Fenced Yard

Ext Feat: Yard Sprinklers

Description

NEW PRICE REDUCTION! This move-in ready residence is located on a spacious 6,970 square foot R-2 lot. It features three bedrooms, 2 bathrooms, a breakfast bar, and a newer roof, flooring and window coverings throughout. It also has a very nice pergola covered patio which overlooks a LARGE manicured backyard and garden area. A 4-car driveway is located at the front of the residence, with a 2-car detached garage and a large RV (or additional multi-vehicle) parking pad at the back. The home has been well cared for by owner.



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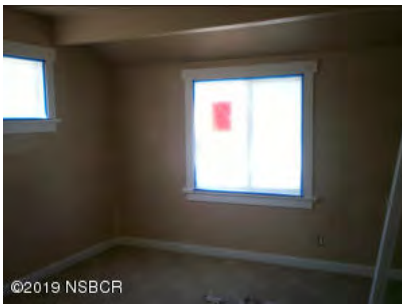
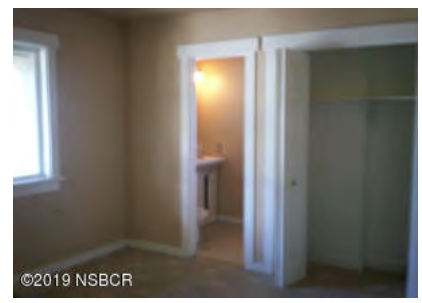
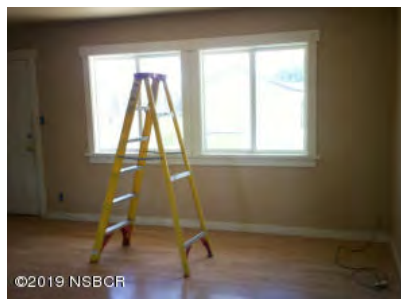


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Under Contract

712 N 6th Street

List Price: \$349,900

DOM: 32



Property Details

City: Lompoc

County: Santa Barbara

Year Built: 1961

Acres: 0.14

Tot SqFt: 1383

Levels: One

Exterior: Stucco

Bedrooms: 3

Full Baths: 2

Half Baths:

Heating: Forced Air

Cooling: Other

Fireplace:

Parking: Detached Garage

Foundation: Slab

Floors: Wood

Roof: Composition

Int Feat:

Int Feat:

Ext Feat: Fenced Yard

Ext Feat: Patio

Description

Welcome home to this cozy home on the northeast side of Lompoc, located close to schools, parks and the hospital this home features a remodeled kitchen, Remodeled bathrooms, newer bamboo flooring through out the home and a large enclosed patio ready for entertaining, this home is a must see and wont last !



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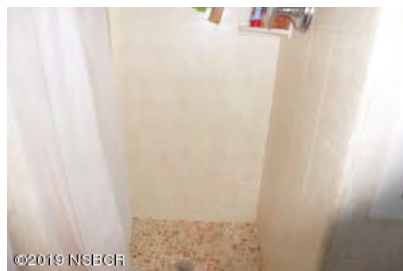
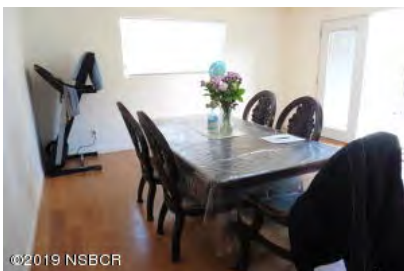
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Under Contract

524 N A Street

List Price: \$360,000

DOM: 63



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1985
Acres: 0.21
Tot SqFt: 1448
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 1
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Brick/Stone
Parking: Detached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat:
Int Feat:
Ext Feat: Fenced Yard
Ext Feat: Fenced

Description

Centrally located 3 bedroom 2 bath home built in 1985. This home is located close to all of the large shopping centers and grocery stores. Real easy access to Santa Barbara off of Ocean Avenue. Elementary Schools are close by this custom built home. The fireplace is a generous size with a large sitting hearth and gas starter for those chilly winter evenings. The laundry room is inside the home. There is a very large sized fenced back yard. The two car garage is in the back off of the alley.

Please contact the realtor of your choice to view this home.



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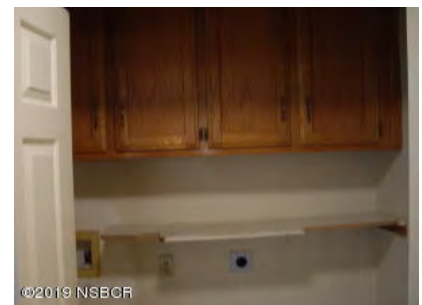
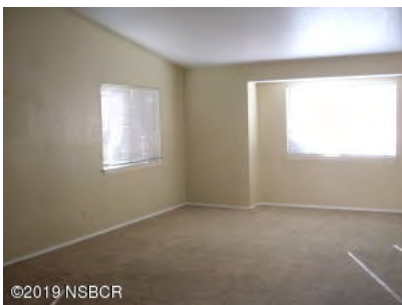
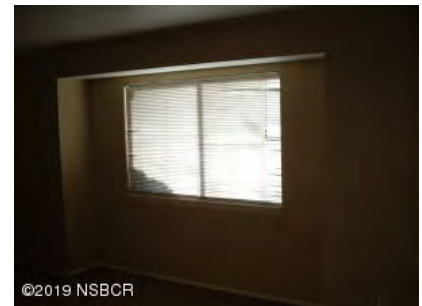
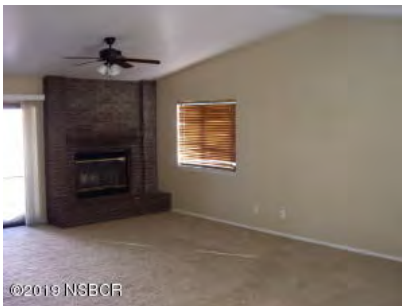
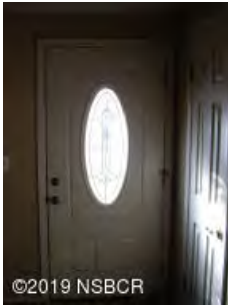


Additional Photos

524 N A Street

List Price: \$360,000

DOM: 63



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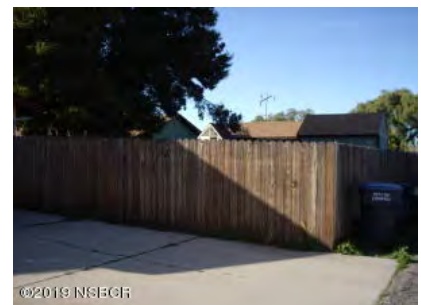
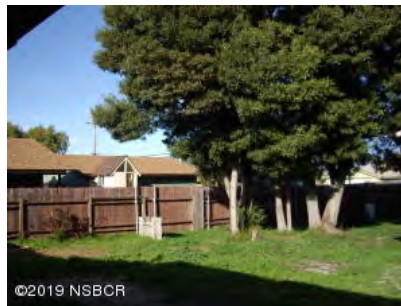
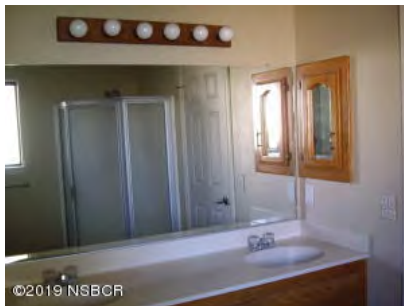
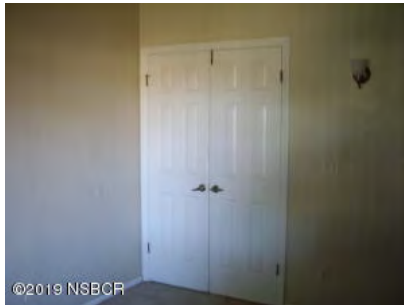
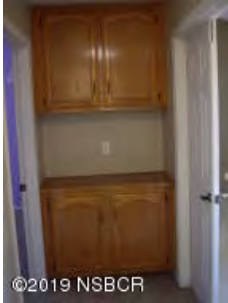


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Under Contract

205 Quail Circle

List Price: \$362,000

DOM: 41



Property Details

City: Lompoc

County: Santa Barbara

Year Built: 2004

Acres: 0.05

Tot SqFt: 1475

Levels: Two

Exterior:

Bedrooms: 3

Full Baths: 2

Half Baths: 1

Heating: Forced Air

Cooling: None

Fireplace:

Parking: Attached Garage

Foundation: Slab

Floors:

Roof: Composition

Int Feat:

Int Feat:

Ext Feat:

Ext Feat:

Description

Built in 2004, move in ready, 3 bedrooms and 2.5 bath with a 2 car garage. Low monthly HOA. New laminated floors installed. Quartz countertop and new tiles on kitchen wall. There is an open loft upstairs that you can use as a secondary living room, or home office. Close to amenities, restaurants, schools and Highway 1. Call today for a showing.



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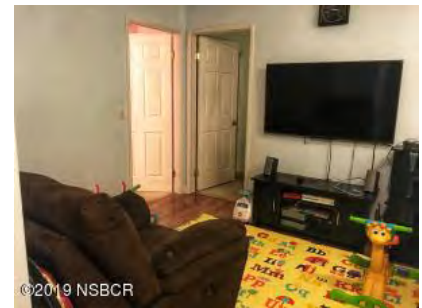
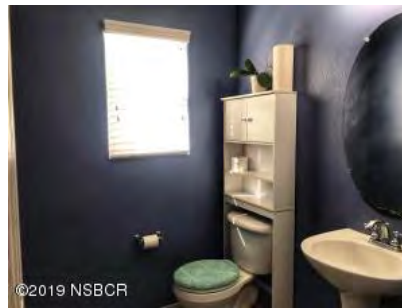


Additional Photos

205 Quail Circle

List Price: \$362,000

DOM: 41



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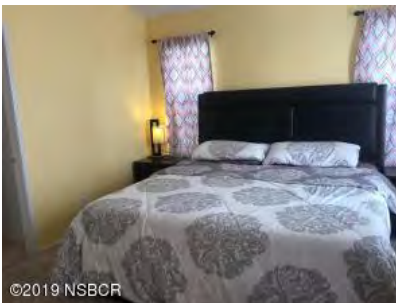
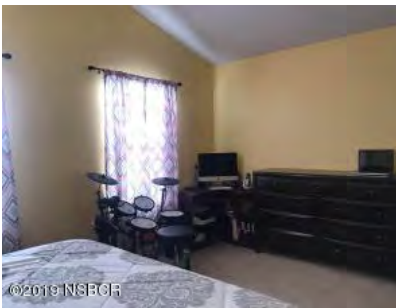
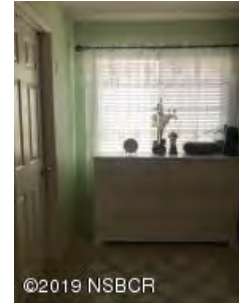


Additional Photos

205 Quail Circle

List Price: \$362,000

DOM: 41



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Recently Sold

1413 E Lemon Avenue

List Price: \$330,000 Sold Price: \$320,000 DOM: 45



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1959
Acres: 0.14
Tot SqFt: 1763
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Wall Furnace
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: None
Floors:
Roof: Composition
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Great Northeast Lompoc location with 3 bedrooms and 2 baths, plus a large family room addition. Bring your ideas and put a little sweat equity into this one to make all of your dreams of homeownership a reality. Call today for a private showing, we look forward to welcoming you home!



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Recently Sold

1501 E Oak Avenue

List Price: \$320,000 Sold Price: \$325,000 DOM: 108



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1962
Acres: 0.15
Tot SqFt: 1520
Levels: One
Exterior:
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors:
Roof: Other
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Welcome to 1501 E. Oak, Sitting on a large corner lot, this home features 3 bedrooms + bonus room with fireplace, 2 baths, large yard & easy access to the 1 freeway entrance! Set up your private showing today!



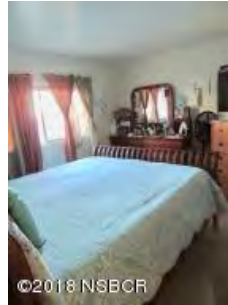
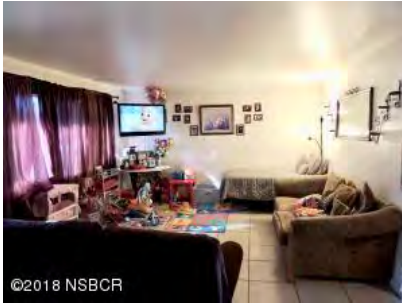
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Additional Photos

1501 E Oak Avenue

List Price: \$320,000 *Sold Price:* \$325,000 *DOM:* 108



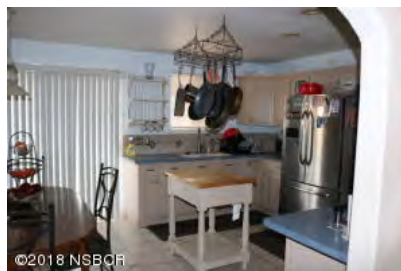
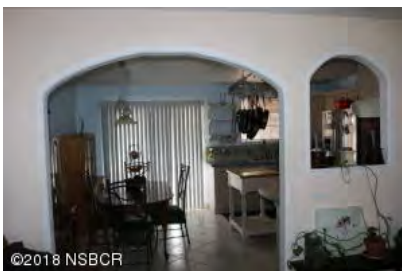
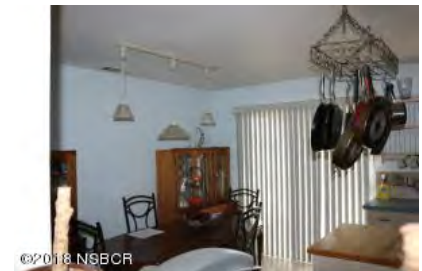
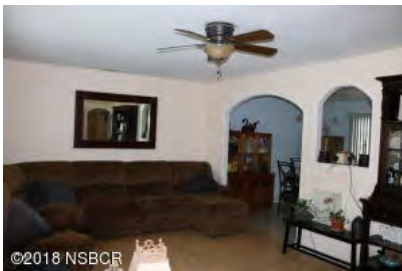
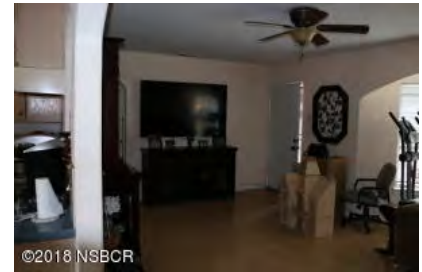
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Additional Photos

1212 E Lemon Avenue

List Price: \$330,000 Sold Price: \$328,000 DOM: 60



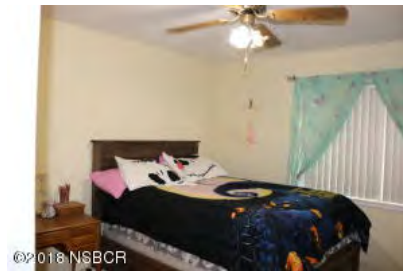
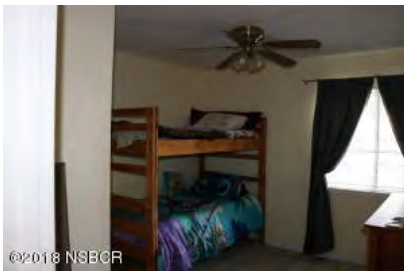
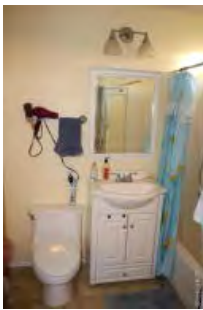
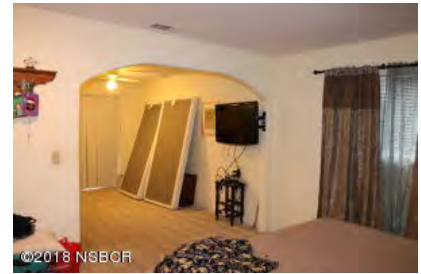
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Additional Photos

1212 E Lemon Avenue

List Price: \$330,000 Sold Price: \$328,000 DOM: 60



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Additional Photos

1212 E Lemon Avenue

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Recently Sold

629 N 7th Street

List Price: \$329,000 Sold Price: \$329,000 DOM: 52



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1979
Acres: 0.18
Tot SqFt: 1299
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Shingle
Int Feat:
Int Feat:
Ext Feat: Fenced Yard
Ext Feat:

Description

Great price for this sweet, comfortable 3 bedroom, 2 baths home built in 1979, on the North East side of Lompoc. Large back yard, quiet area, near schools, medical facilities and easy freeway access. *Information deemed reliable but not verified*



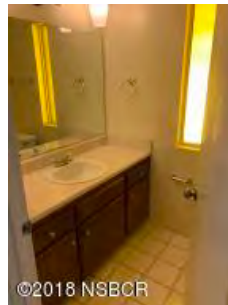
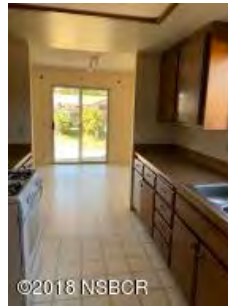
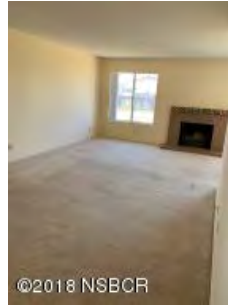
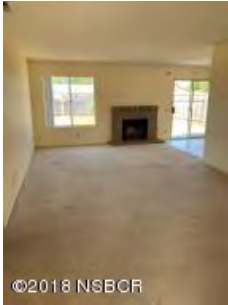
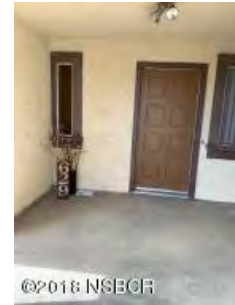
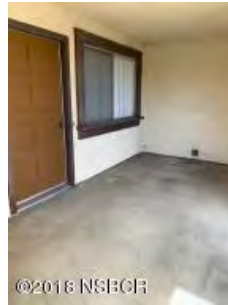
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Additional Photos

629 N 7th Street

List Price: \$329,000 Sold Price: \$329,000 DOM: 52



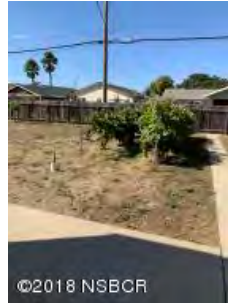
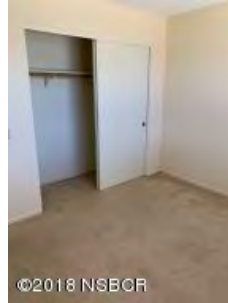
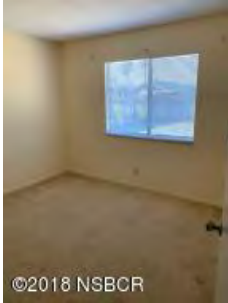
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Additional Photos

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Recently Sold

605 N Seventh Street

List Price: \$329,000 Sold Price: \$329,000 DOM: 52



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1975
Acres: 0.14
Tot SqFt: 1433
Levels: One
Exterior:
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace: Brick/Stone
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Shingle
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Just in time for you this home goes up for sale to await you as the new owner. with an updated kitchen and new flooring this beauty is close to HWY1 and 246. New sod and enclosed fenced front yard to enjoy. You will love making it your home.



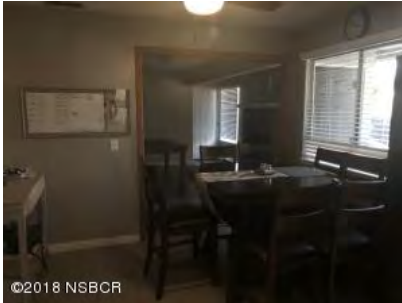
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Additional Photos

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Recently Sold

1313 E Lemon Avenue

List Price: \$349,900 Sold Price: \$334,000 DOM: 2



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1959
Acres: 0.14
Tot SqFt: 1272
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 1
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat: Yard Sprinklers
Ext Feat: Patio Covered

Description

Tastefully updated and move-in ready 3 bedroom 2 bath home located in Lompoc's desirable north east neighborhood. It features an updated kitchen with recessed lighting and updated bathrooms with a jetted tub. It has upgraded tile flooring in the kitchen, dining room and bathrooms and a bonus room that could be used as an office or den. The exterior features newer stucco, newer fencing, and there is enough space for RV parking. The large backyard features a partially covered patio which is great for entertaining on sunny afternoons. This home has been well maintained and is move-in ready. Please check out the others and then come and see this one for yourself!



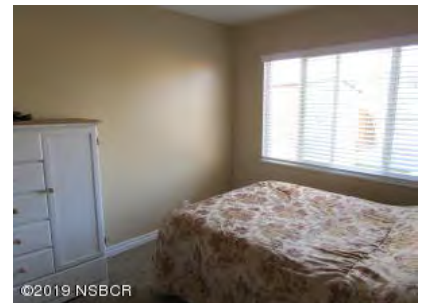
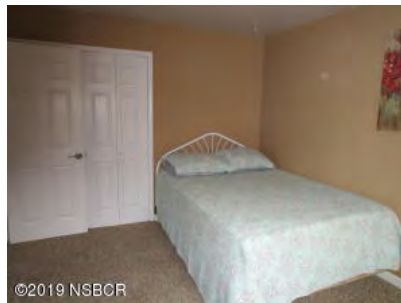
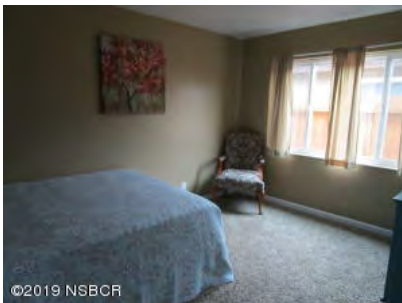
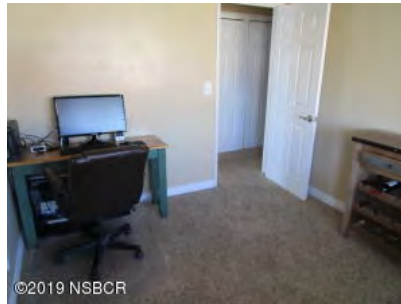
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Additional Photos

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List Price: \$349,900 Sold Price: \$334,000 DOM: 2



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1313 E Lemon Avenue

List Price: \$349,900 Sold Price: \$334,000 DOM: 2



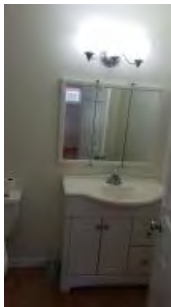
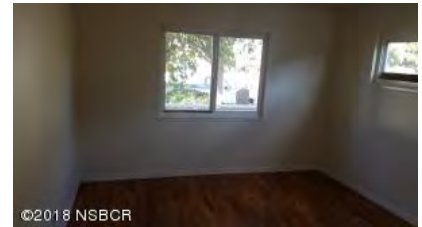
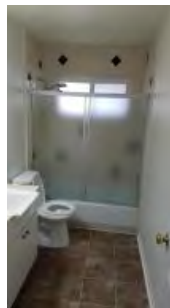
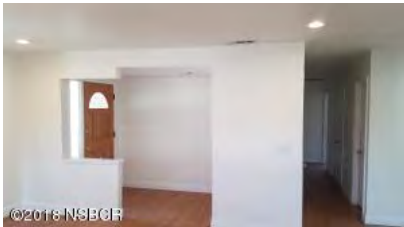
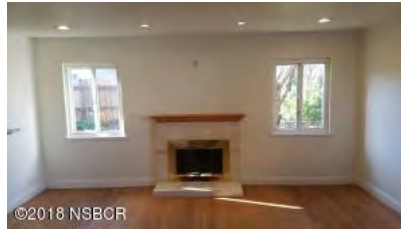
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Additional Photos

900 E Lemon Avenue

List Price: \$349,000 Sold Price: \$339,000 DOM: 41



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Additional Photos

900 E Lemon Avenue

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Recently Sold

1208 E Chestnut Avenue

List Price: \$365,000 Sold Price: \$340,000 DOM: 62



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1961
Acres: 0.14
Tot SqFt: 1274
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 1
Half Baths: 1
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Carport
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat:
Int Feat:
Ext Feat: Fenced Yard
Ext Feat: Decks

Description

Looking for a well maintained home in Lompoc's east side location? Great opportunity to have your Motor Home stored right on your property out of street view. This one of a kind single family home does not have an HOA and has plenty of private patios for entertaining. There is a 2 car garage off of the alley along with a tandem garage for extra long vehicles. The motor home covered parking is right off of the street with easy access. Make this your dream home with a little imagination. Call your favorite real estate agent to view inside this property.



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Additional Photos

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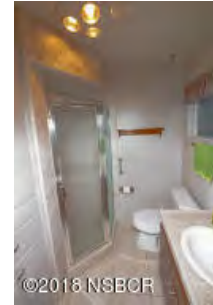
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List Price: \$365,000 Sold Price: \$340,000 DOM: 62



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Cell Phone 805-441-5574
Fax 805-481-3737
Email JoAnn@outlandinc.com
Website <http://joannoutland.com/>



Recently Sold

1116 N G Street

List Price: \$349,900 Sold Price: \$341,750 DOM: 42



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1977
Acres: 0.18
Tot SqFt: 1606
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat:
Int Feat:
Ext Feat: Patio
Ext Feat: Fenced

Description

Many happy memories have been shared in this home but now it is time for a new family to love it and make it their own! Flexible floor plan allows many options to create a cozy space and long kitchen has a new dishwasher and garbage disposal and plenty of cabinets for all your goodies. Large backyard with mature apple and lemon trees and blackberries too! Great cul-de-sac location that's close to shopping and dining. We'd love for you to come by and take a look! Call your Realtor for a private showing TODAY!



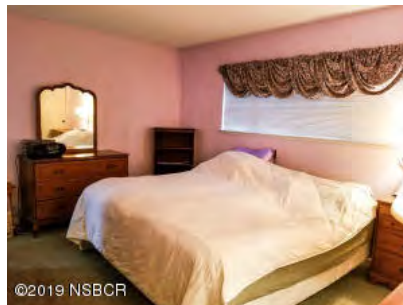
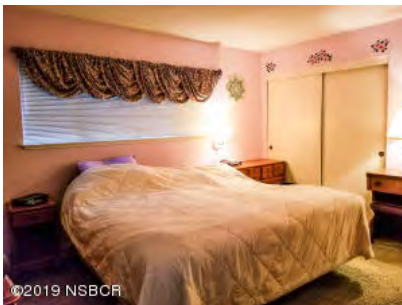
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Additional Photos

1116 N G Street

List Price: \$349,900 Sold Price: \$341,750 DOM: 42



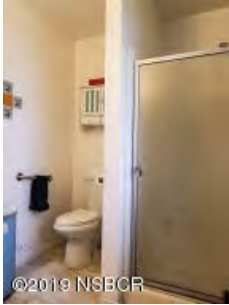
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Additional Photos

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Recently Sold

408 E Cherry Avenue

List Price: \$349,900 Sold Price: \$349,000 DOM: 10



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1962
Acres: 0.14
Tot SqFt: 1552
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 1
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Living Room
Parking:
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat: Cathedral Ceilin
Int Feat:
Ext Feat: Fenced Yard
Ext Feat: Yard Sprinklers

Description

Renovated single story home in Lompoc! Spacious open-concept floorplan is complimented with a fresh modern paint scheme. Gorgeous kitchen houses white shaker style cabinets, stone countertops, stainless steel appliances and decorative light fixtures. All new flooring includes easy care wood-style laminate and plush carpet in bedrooms. Both bathrooms offer new cabinetry and hall bath has new designer tile floors and walls. Alley access with room in back for extra parking. Centrally located and conveniently located close to public schools, local parks, and shopping! Come and see today!



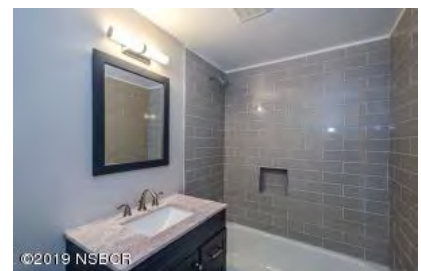
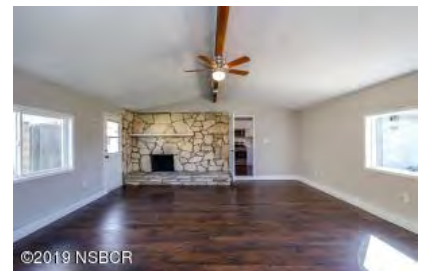
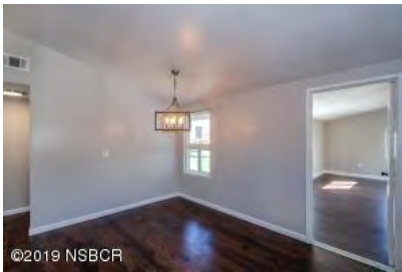
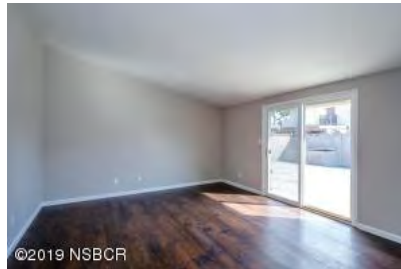
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Additional Photos

408 E Cherry Avenue

List Price: \$349,900 Sold Price: \$349,000 DOM: 10



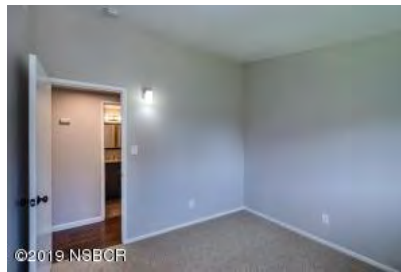
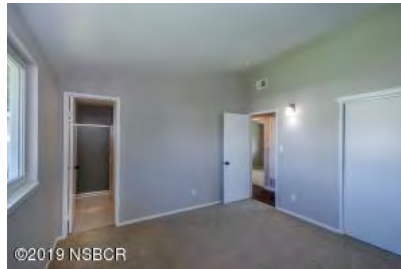
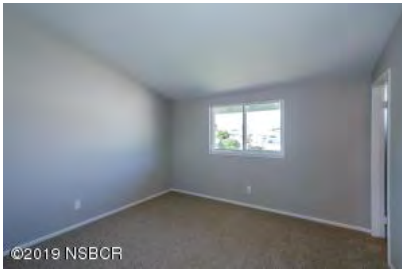
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Additional Photos

408 E Cherry Avenue

List Price: \$349,900 *Sold Price:* \$349,000 *DOM:* 10



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Recently Sold

1516 E Oak Avenue

List Price: \$349,900 Sold Price: \$349,000 DOM: 102



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1962
Acres: 0.14
Tot SqFt: 1192
Levels: One
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Shingle
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat: Patio
Ext Feat: Fenced

Description

This A Very Nice Home Ideal For Your Family It Offers 4 Bedrooms 2 Bath Fully Remodeled October 2016 (1) New Roof (2) All Doors & Windows (3) White Kitchen Cabinets & Granite Tops (4) new floors.(5) New Showers (6) New Heater (7) new water Heater Out Door Built-in Oak BBQ.



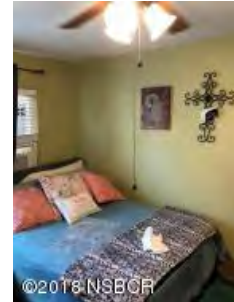
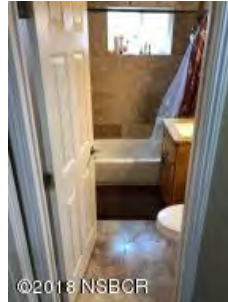
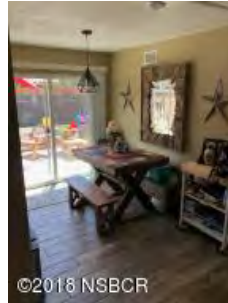
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Additional Photos

1516 E Oak Avenue

List Price: \$349,900 Sold Price: \$349,000 DOM: 102



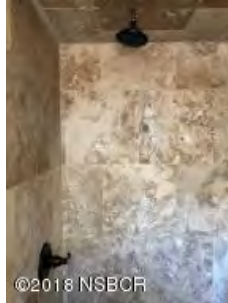
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Additional Photos

1516 E Oak Avenue

List Price: \$349,900 *Sold Price:* \$349,000 *DOM:* 102



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Recently Sold

529 N 7th Street

List Price: \$339,900 Sold Price: \$350,000 DOM: 11



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1958
Acres: 0.15
Tot SqFt: 1316
Levels:
Exterior:
Bedrooms: 4
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Beautiful home ready for its next occupants to move right in. This lovely home features many upgrades throughout. Including added forced air heat, expanded driveway, overhead copper plumbing, updated kitchen, baths, insulation, electrical, landscape, flooring and more. This home is walking distance to the Lompoc Wine Ghetto, hospital and Ocean Ave. amenities. It is a great location for an easy hop onto HWY1 or 246. Fenced in front yard offers great outdoor space and privacy. Call to see this amazing home.



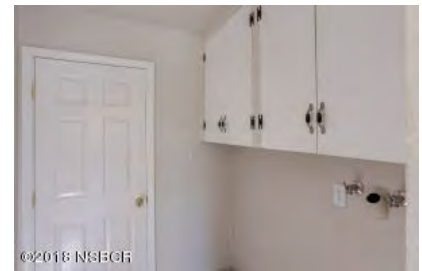
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Additional Photos

529 N 7th Street

List Price: \$339,900 Sold Price: \$350,000 DOM: 11



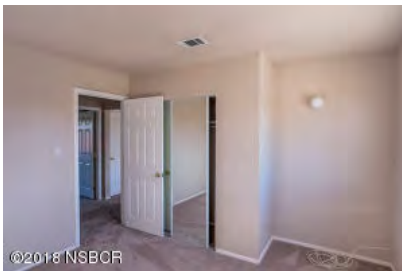
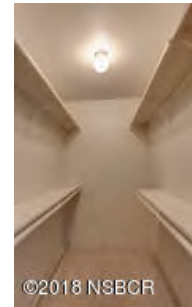
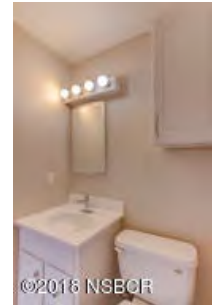
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Additional Photos

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Recently Sold

1201 E Oak Avenue

List Price: \$349,900 Sold Price: \$350,000 DOM: 71

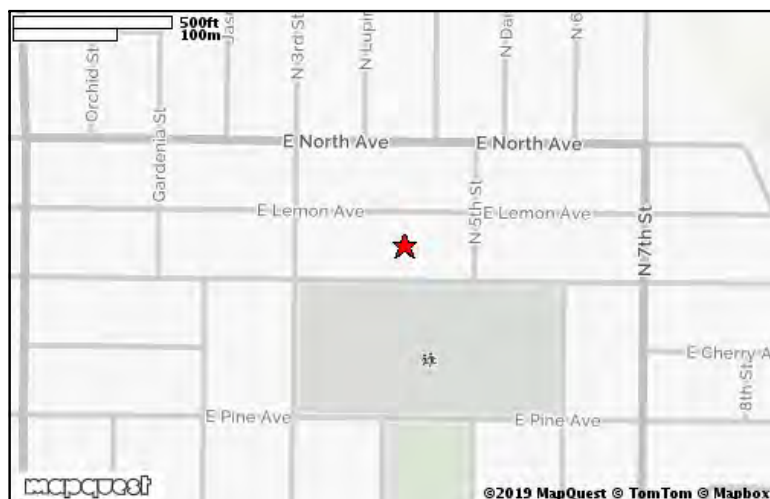


Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1959
Acres: 0.13
Tot SqFt: 1286
Levels: One
Exterior: Wood Siding
Bedrooms: 4
Full Baths: 1
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Shingle
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat: Fenced Yard
Ext Feat:

Description

Welcome to this beautiful 4 bedroom 2 bath home! This house was remodeled in 2016 and still sparkles! Enjoy the spacious kitchen with granite counters and stainless steel appliances. Tile in kitchen and dining area, recently installed laminate flooring in living room, roof installed in 2015 and much more, definitely a must see! Call your agent today for a private showing.



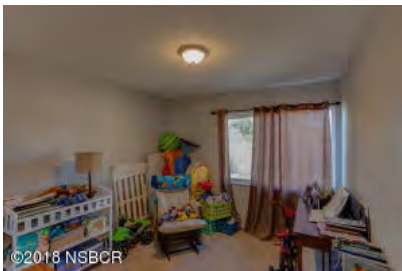
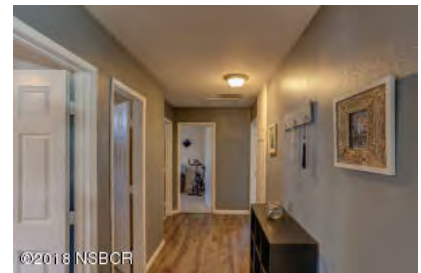
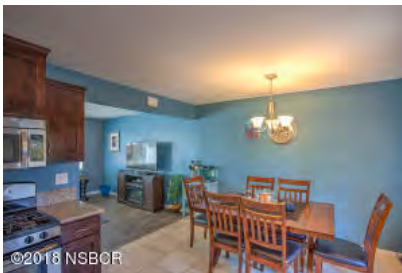
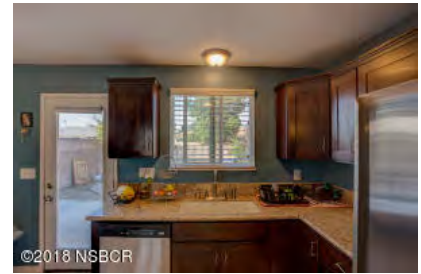
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Additional Photos

1201 E Oak Avenue

List Price: \$349,900 Sold Price: \$350,000 DOM: 71



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Additional Photos

1201 E Oak Avenue

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Recently Sold

1300 N Third Street

List Price: \$359,900 Sold Price: \$355,000 DOM: 22



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1979
Acres: 0.17
Tot SqFt: 1288
Levels:
Exterior:
Bedrooms: 4
Full Baths: 1
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace: Living Room
Parking: Attached Garage
Foundation: Slab
Floors:
Roof: Composition
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Well maintained 1979 4 bedroom 2 bath home in a nice quite neighborhood, this home features tiled and laminate flooring, fire place, built in hot tub, new furnace, new heater for the hot tub, fruit trees and a spacious back yard for growing that special garden. One bedroom is used as an office. Hurry this home will not last!!!



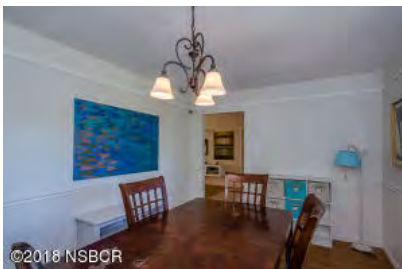
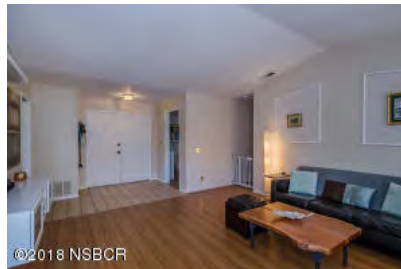
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Additional Photos

1300 N Third Street

List Price: \$359,900 Sold Price: \$355,000 DOM: 22



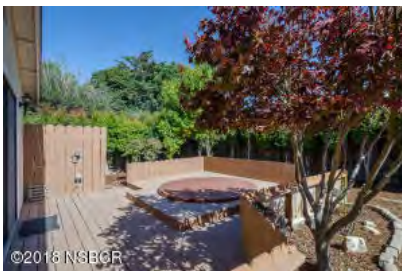
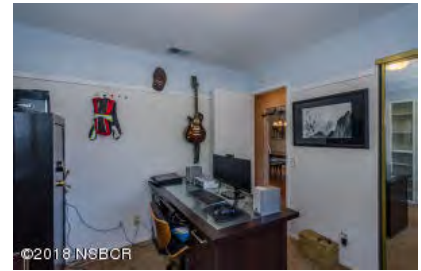
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Additional Photos

1300 N Third Street

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Recently Sold

320 Barrington Place

List Price: \$355,000 Sold Price: \$355,000 DOM: 128



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1966
Acres: 0.15
Tot SqFt: 1555
Levels:
Exterior:
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Welcome to this spacious and bright 3 bedroom, 2 bath on an open floor plan. Large sun-lit living room flows through dining area w brick fireplace to huge family room. Nicely updated kitchen with lots of cabinet space & tons of storage. Green backyard and secluded patio area for extra privacy. Extra wide driveway allows for RV or extra parking with low maintenance front yard.



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Additional Photos

320 Barrington Place

List Price: \$355,000 Sold Price: \$355,000 DOM: 128



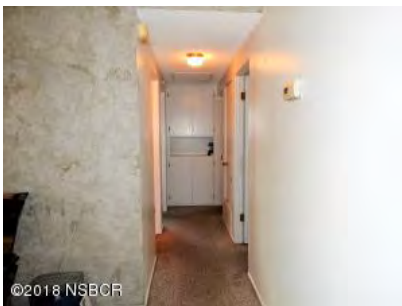
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Additional Photos

320 Barrington Place

List Price: \$355,000 Sold Price: \$355,000 DOM: 128



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Additional Photos

320 Barrington Place

List Price: \$355,000 *Sold Price:* \$355,000 *DOM:* 128



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Recently Sold

309 Quail Circle

List Price: \$366,900 Sold Price: \$365,000 DOM: 49



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 2004
Acres: 0.05
Tot SqFt: 1850
Levels: Two
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths: 1
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: None
Floors:
Roof: Composition
Int Feat: Hand Rails
Int Feat: Dual Pn Windows
Ext Feat: Fenced
Ext Feat:

Description

One of the best locations in Walnut Village, this 4 bedroom, 2.5 bath home sits next to park and lawn area, with additional parking, only one unit directly to the south of it with the park separating the back from other structures. Newly upgraded flooring through out, custom colors and move in ready, you will enjoy the convenience of the centrally located development to downtown activities and Hwy 1 for commuters. Low monthly HOA only \$100/month. Call today for a private showing, we look forward to welcoming you home!



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Additional Photos

309 Quail Circle

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Recently Sold

1236 N First Place

List Price: \$379,900 Sold Price: \$369,000 DOM: 26

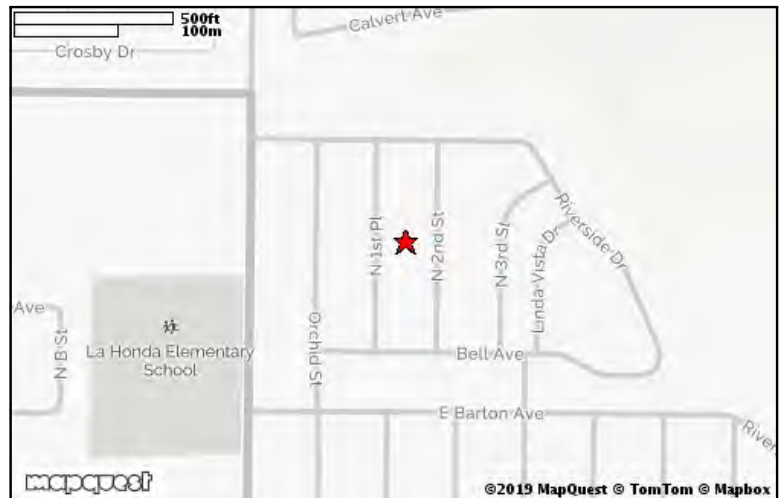


Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1962
Acres: 0.15
Tot SqFt: 1342
Levels: One
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: Central Air
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Metal
Int Feat:
Int Feat:
Ext Feat: Fenced
Ext Feat: Patio Covered

Description

Open House Sunday 12pm-2pm 3-10-19. This move in ready Home spells pride of ownership, this home features corrian counter tops, custom oak cabinets through out the home, Dual pane windows, a five burner Thermador gas stove, new carpet, remodeled bathrooms, plantation shutters, a security system, plantation shutters, metal roof, a custom paved drive way with room for an RV, The back yard has two sheds, with a covered patio and a low maintenance back and front yard, The plumbing and sewer have also been upgraded ... there is much more ... Hurry this home will not last all, offers will be presented as soon as received



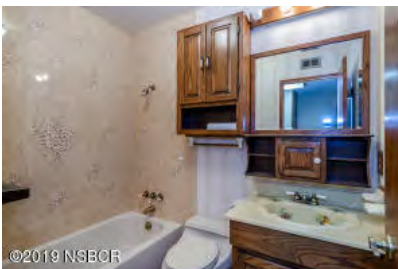
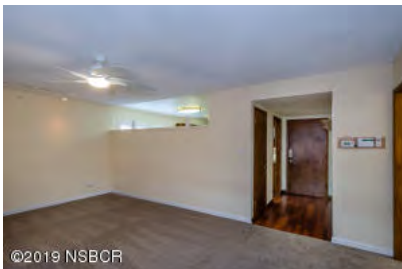
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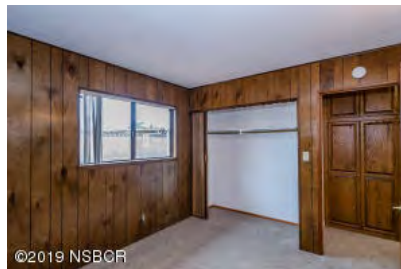
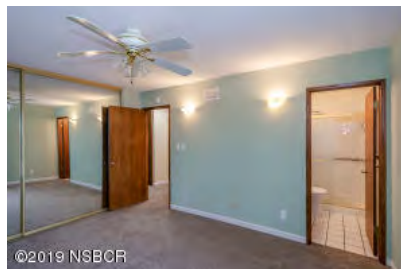
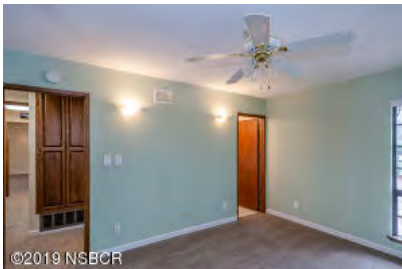
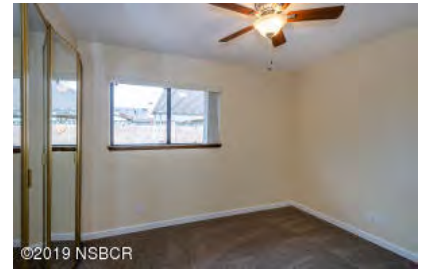
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Additional Photos

1236 N First Place

List Price: \$379,900 Sold Price: \$369,000 DOM: 26



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Additional Photos

1236 N First Place

List Price: \$379,900 *Sold Price:* \$369,000 *DOM:* 26



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Recently Sold

629 N 6th Street

List Price: \$374,999 Sold Price: \$370,000 DOM: 14



Property Details

City: Lompoc
County: Santa Barbara
Year Built: 1978
Acres: 0.16
Tot SqFt: 1497
Levels:
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: Shingle
Int Feat: Pantry
Int Feat: Dual Pn Windows
Ext Feat: Fenced Yard
Ext Feat: Patio Covered

Description

This home is move in ready and absolutely gorgeous. Pride of ownership is evident throughout the home from the concrete counter tops, tile and bamboo flooring in living space and new carpet in bedrooms, fresh paint inside and out , new roof and updated (with permits) plumbing. Newer stove, newer washer and dryer included in sale, drought tolerant landscaping LED lights throughout, dual pane windows. This is a must see as the improvements are too many to list here!



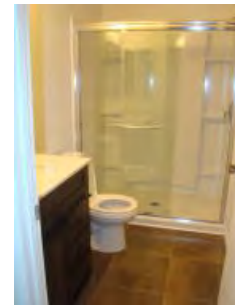
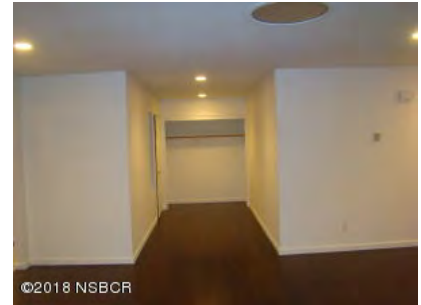
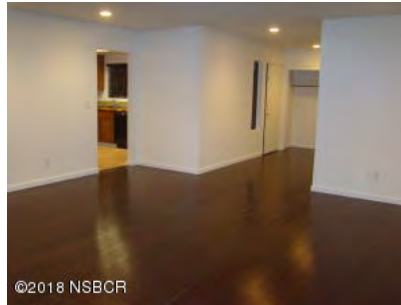
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Additional Photos

629 N 6th Street

List Price: \$374,999 Sold Price: \$370,000 DOM: 14



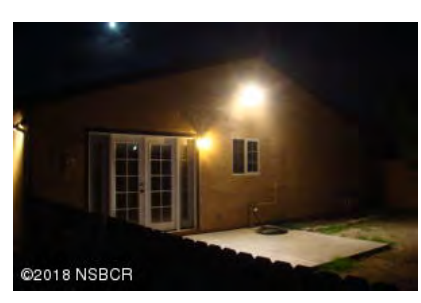
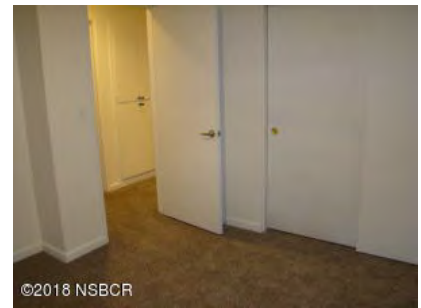
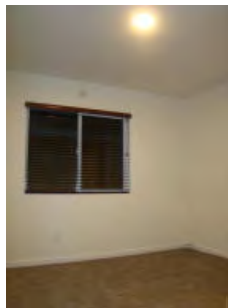
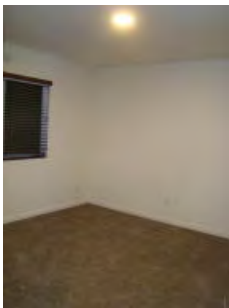
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Additional Photos

629 N 6th Street

List Price: \$374,999 Sold Price: \$370,000 DOM: 14



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Additional Photos

629 N 6th Street



List Price: \$374,999 Sold Price: \$370,000 DOM: 14



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Comparative Market Analysis

	1609 E Pine Avenue	1105 E Oak Avenue	1305 N 1st Place	205 N 7th Street	224 N N Street
					
Status	A	A	A	A	A
List Price	\$320,000	\$320,000	\$329,000	\$337,500	\$348,000
List\$ SqFt	\$194	\$249	\$245	\$265	\$328
Sold Price					
Sold\$ SqFt					
Contract Date					
Sold Date					
DOM	14	145	27	191	46
City	Lompoc	Lompoc	Lompoc	Lompoc	Lompoc
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	1962	1959	1963	1961	1957
Acres	0.14	0.13	0.15	0.15	0.16
Tot SqFt	1652	1286	1342	1274	1061
Levels	One	One		One	One
Exterior	Stucco				Stucco
Bedrooms	4	4	4	3	3
Full Baths	2	2	1	1	2
Half Baths				1	
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Wall Furnace
Cooling	None	Ceiling Fans	None	None	None
Fireplace					
Parking	Attached Garage	Attached Garage	Attached Garage	Attached Garage	Detached Garage
Foundation	Concrete Block	Slab	Slab	Slab	Slab
Floors	Carpet				Carpet
Roof	Composition	Other	Composition	Composition	Composition
Int Feat					Dual Pn Windows
Int Feat					
Ext Feat	Fenced Yard				Fenced Yard
Ext Feat					Yard Sprinklers
Appliances	Oven/Range-Gas				Dishwasher
Appliances	Refrigerator				Oven
View					None
Lot Desc	Alley				
Site Imprv	Paved Streets	Alley			Paved Streets
Site Imprv	Telephone				Sidewalks



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Comparative Market Analysis

	712 N 6th Street	524 N A Street	205 Quail Circle	1413 E Lemon Avenue	1501 E Oak Avenue
					
Status	P	P	P	C	C
List Price	\$349,900	\$360,000	\$362,000	\$330,000	\$320,000
List\$ SqFt	\$253	\$249	\$245	\$187	\$211
Sold Price				\$320,000	\$325,000
Sold\$ SqFt				\$182	\$214
Contract Date	04/16/19	05/16/19	04/28/19	11/01/18	04/15/19
Sold Date				12/12/18	05/15/19
DOM	32	63	41	45	108
City	Lompoc	Lompoc	Lompoc	Lompoc	Lompoc
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	1961	1985	2004	1959	1962
Acres	0.14	0.21	0.05	0.14	0.15
Tot SqFt	1383	1448	1475	1763	1520
Levels	One	One	Two	One	One
Exterior	Stucco	Stucco		Stucco	
Bedrooms	3	3	3	3	3
Full Baths	2	1	2	2	2
Half Baths			1		
Heating	Forced Air	Forced Air	Forced Air	Wall Furnace	Forced Air
Cooling	Other	Ceiling Fans	None	None	None
Fireplace		Brick/Stone			
Parking	Detached Garage	Detached Garage	Attached Garage	Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	None	Slab
Floors	Wood	Carpet			
Roof	Composition	Composition	Composition	Composition	Other
Int Feat					
Int Feat					
Ext Feat	Fenced Yard	Fenced Yard			
Ext Feat	Patio	Fenced			
Appliances		Oven/Range-Gas			
Appliances		Dishwasher			
View		None			
Lot Desc	Other	Alley			Corner
Site Imprv	Paved Streets	Paved Streets			
Site Imprv	Telephone	Sidewalks			



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Comparative Market Analysis

	1212 E Lemon Avenue	629 N 7th Street	605 N Seventh Street	1313 E Lemon Avenue	900 E Lemon Avenue
					
Status	C	C	C	C	C
List Price	\$330,000	\$329,000	\$329,000	\$349,900	\$349,000
List\$ SqFt	\$254	\$253	\$230	\$275	\$283
Sold Price	\$328,000	\$329,000	\$329,000	\$334,000	\$339,000
Sold\$ SqFt	\$252	\$253	\$230	\$263	\$275
Contract Date	02/22/19	10/22/18	01/04/19	01/31/19	02/01/19
Sold Date	03/28/19	11/30/18	02/08/19	02/22/19	04/01/19
DOM	60	52	52	2	41
City	Lompoc	Lompoc	Lompoc	Lompoc	Lompoc
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	1959	1979	1975	1959	1962
Acres	0.13	0.18	0.14	0.14	0.14
Tot SqFt	1300	1299	1433	1272	1232
Levels	One	One	One	One	One
Exterior	Stucco	Stucco		Stucco	Stucco
Bedrooms	3	3	3	3	3
Full Baths	2	2	2	1	2
Half Baths					
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	Ceiling Fans	None	None	None	None
Fireplace			Brick/Stone		Family Room
Parking	Attached Carport	Attached Garage	Attached Garage	Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	Slab	Raised
Floors	Carpet	Carpet	Carpet	Carpet	Wood
Roof	Shingle	Shingle	Shingle	Composition	Composition
Int Feat	Dual Pn Windows			Dual Pn Windows	
Ext Feat	Fenced	Fenced Yard		Yard Sprinklers	Fenced Yard
Ext Feat	Patio Covered	Oven/Range-Gas	Garbage Disp	Patio Covered	Patio Covered
Appliances	Dishwasher			Oven/Range-Gas	Oven/Range-Gas
Appliances	Garbage Disp	Garbage Disp		Microwave	Dishwasher
View					None
Lot Desc		Level	Other	Level	Level
Site Imprv		Paved Streets	Paved Streets	Sidewalks	Paved Streets
Site Imprv		Sidewalks	Sidewalks		Telephone



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OUTLAND & ASSOCIATES

Comparative Market Analysis

	1208 E Chestnut Avenue	1116 N G Street	408 E Cherry Avenue	1516 E Oak Avenue	529 N 7th Street
					
Status	C	C	C	C	C
List Price	\$365,000	\$349,900	\$349,900	\$349,900	\$339,900
List\$ SqFt	\$286	\$218	\$225	\$294	\$258
Sold Price	\$340,000	\$341,750	\$349,000	\$349,000	\$350,000
Sold\$ SqFt	\$267	\$213	\$225	\$293	\$266
Contract Date	02/04/19	03/19/19	03/18/19	12/10/18	10/23/18
Sold Date	02/05/19	04/05/19	05/07/19	12/21/18	12/07/18
DOM	62	42	10	102	11
City	Lompoc	Lompoc	Lompoc	Lompoc	Lompoc
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	1961	1977	1962	1962	1958
Acres	0.14	0.18	0.14	0.14	0.15
Tot SqFt	1274	1606	1552	1192	1316
Levels	One	One	One	One	One
Exterior	Stucco	Stucco	Stucco	Stucco	Stucco
Bedrooms	3	3	3	4	4
Full Baths	1	2	1	2	2
Half Baths	1				
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	None	None	Ceiling Fans	Ceiling Fans	None
Fireplace			Living Room		
Parking	Attached Carport	Attached Garage		Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	Slab	Slab
Floors	Carpet	Carpet	Carpet	Carpet	Carpet
Roof	Composition	Composition	Composition	Shingle	Composition
Int Feat			Cathedral Ceilin	Dual Pn Windows	
Int Feat					
Ext Feat	Fenced Yard	Patio	Fenced Yard	Patio	
Ext Feat	Decks	Fenced	Yard Sprinklers	Fenced	
Ext Feat	Oven/Range-Gas	Oven/Range-Gas	Oven/Range-Gas	Oven/Range-Gas	Gas Cooktop
Appliances					
Appliances	Dryer	Refrigerator	Microwave	Dishwasher	Refrigerator
View				None	
Lot Desc	Other	Cul-De-Sac		Alley	
Site Imprv	Paved Streets			Paved Streets	
Site Imprv	Sidewalks			Telephone	



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Comparative Market Analysis

	1201 E Oak Avenue	1300 N Third Street	320 Barrington Place	309 Quail Circle	1236 N First Place
					
Status	C	C	C	C	C
List Price	\$349,900	\$359,900	\$355,000	\$366,900	\$379,900
List\$ SqFt	\$272	\$279	\$228	\$198	\$283
Sold Price	\$350,000	\$355,000	\$355,000	\$365,000	\$369,000
Sold\$ SqFt	\$272	\$276	\$228	\$197	\$275
Contract Date	12/20/18	11/17/18	02/21/19	12/10/18	04/02/19
Sold Date	12/21/18	12/27/18	03/21/19	12/20/18	04/12/19
DOM	71	22	128	49	26
City	Lompoc	Lompoc	Lompoc	Lompoc	Lompoc
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	1959	1979	1966	2004	1962
Acres	0.13	0.17	0.15	0.05	0.15
Tot SqFt	1286	1288	1555	1850	1342
Levels	One			Two	One
Exterior	Wood Siding			Stucco	Stucco
Bedrooms	4	4	3	4	4
Full Baths	1	1	2	2	2
Half Baths				1	
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	None	None	None	None	Central Air
Fireplace		Living Room			
Parking	Attached Garage	Attached Garage	Attached Garage	Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	None	Slab
Floors	Carpet		Carpet		Carpet
Roof	Shingle	Composition	Composition	Composition	Metal
Int Feat	Dual Pn Windows			Hand Rails	
Int Feat				Dual Pn Windows	
Ext Feat	Fenced Yard			Fenced	Fenced
Ext Feat					Patio Covered
Appliances	Oven/Range-Gas			Oven/Range-Gas	Gas Cooktop
Appliances	Dishwasher			Refrigerator	Refrigerator
View				Other	Other
Lot Desc					Paved Streets
Site Imprv	Paved Streets				Sidewalks
Site Imprv	Sidewalks				Telephone



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Comparative Market Analysis

629 N 6th Street



Status	C			
List Price	\$374,999			
List\$ SqFt	\$251			
Sold Price	\$370,000			
Sold\$ SqFt	\$247			
Contract Date	10/27/18			
Sold Date	12/12/18			
DOM	14			
City	Lompoc			
County	Santa Barbara			
Year Built	1978			
Acres	0.16			
Tot SqFt	1497			
Levels				
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	Shingle			
Int Feat	Pantry			
Int Feat	Dual Pn Windows			
Ext Feat	Fenced Yard			
Ext Feat	Patio Covered			
Appliances	Oven/Range-Gas			
Appliances	Dryer			
View				
Lot Desc	Alley			
Site Imprv	Paved Streets			
Site Imprv	Sidewalks			



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OUTLAND & ASSOCIATES

Comparative Market Analysis




	924 E Lemon Avenue	605 N Seventh Street		629 N 7th Street		1413 E Lemon Avenue	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$329,000	\$329,000	\$329,000	\$329,000	\$320,000	\$320,000
Sold\$ SqFt		\$230		\$253		\$182	
List Price		\$329,000		\$329,000		\$330,000	
List\$ SqFt		\$230		\$253		\$187	
Contract Date		01/04/19		10/22/18		11/01/18	
Sold Date		02/08/19		11/30/18		12/12/18	
DOM		52		52		45	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Lompoc	Lompoc		Lompoc		Lompoc	
Lot SqFt							
Year Built		1433		1299		1763	
SqFt	1480	One		One		One	
Levels	1	3		3		3	
Bedrooms	4						
Bathrooms							
Gar Capacity	2- car garage	Attached Garage		Attached Garage		Attached Garage	
Parking							
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof	Comp	Shingle		Shingle		Composition	
Int Feat							
Int Feat							
Int Feat				Fenced Yard			
Ext Feat							
Ext Feat							
Ext Feat							
Ext Feat							
	\$344,319		\$329,000		\$329,000		\$320,000



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Comparative Market Analysis


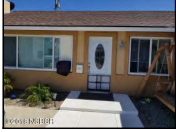

	924 E Lemon Avenue	629 N 6th Street		1116 N G Street		529 N 7th Street	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$370,000	\$370,000	\$341,750	\$341,750	\$350,000	\$350,000
Sold\$ SqFt		\$247		\$213		\$266	
List Price		\$374,999		\$349,900		\$339,900	
List\$ SqFt		\$251		\$218		\$258	
Contract Date		10/27/18		03/19/19		10/23/18	
Sold Date		12/12/18		04/05/19		12/07/18	
DOM		14		42		11	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Lompoc	Lompoc		Lompoc		Lompoc	
Lot SqFt							
Year Built		1497		1606		1316	
SqFt	1480						
Levels	1			One			
Bedrooms	4	3		3		4	
Bathrooms							
Gar Capacity	2- car garage	Attached Garage		Attached Garage		Attached Garage	
Parking							
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof	Comp	Shingle		Composition		Composition	
Int Feat		Pantry					
Int Feat		Dual Pn Windows					
Int Feat							
Ext Feat		Fenced Yard		Patio			
Ext Feat		Patio Covered		Fenced			
Ext Feat							
Ext Feat							
	\$344,319		\$370,000		\$341,750		\$350,000



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Comparative Market Analysis




	924 E Lemon Avenue	1201 E Oak Avenue		1516 E Oak Avenue		309 Quail Circle	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$350,000	\$350,000	\$349,000	\$349,000	\$365,000	\$365,000
Sold\$ SqFt		\$272		\$293		\$197	
List Price		\$349,900		\$349,900		\$366,900	
List\$ SqFt		\$272		\$294		\$198	
Contract Date		12/20/18		12/10/18		12/10/18	
Sold Date		12/21/18		12/21/18		12/20/18	
DOM		71		102		49	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Lompoc	Lompoc		Lompoc		Lompoc	
Lot SqFt							
Year Built		1286		1192		1850	
SqFt	1480	1286		1192		1850	
Levels	1	One		One		Two	
Bedrooms	4	4		4		4	
Bathrooms							
Gar Capacity	2- car garage	Attached Garage		Attached Garage		Attached Garage	
Parking							
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof	Comp	Shingle		Shingle		Composition	
Int Feat		Dual Pn Windows		Dual Pn Windows		Hand Rails	
Int Feat						Dual Pn Windows	
Int Feat							
Ext Feat		Fenced Yard		Patio		Fenced	
Ext Feat				Fenced			
Ext Feat							
Ext Feat							
	\$344,319		\$350,000		\$349,000		\$365,000



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Comparative Market Analysis




	924 E Lemon Avenue	1300 N Third Street		1208 E Chestnut Avenue		1313 E Lemon Avenue	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$355,000	\$355,000	\$340,000	\$340,000	\$334,000	\$334,000
Sold\$ SqFt		\$276		\$267		\$263	
List Price		\$359,900		\$365,000		\$349,900	
List\$ SqFt		\$279		\$286		\$275	
Contract Date		11/17/18		02/04/19		01/31/19	
Sold Date		12/27/18		02/05/19		02/22/19	
DOM		22		62		2	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Lompoc	Lompoc		Lompoc		Lompoc	
Lot SqFt							
Year Built							
SqFt	1480	1288		1274		1272	
Levels	1			One		One	
Bedrooms	4	4		3		3	
Bathrooms							
Gar Capacity	2- car garage	Attached Garage		Attached Carport		Attached Garage	
Parking							
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof	Comp	Composition		Composition		Composition	
Int Feat						Dual Pn Windows	
Int Feat							
Int Feat							
Ext Feat				Fenced Yard		Yard Sprinklers	
Ext Feat				Decks		Patio Covered	
Ext Feat							
Ext Feat							
	\$344,319		\$355,000		\$340,000		\$334,000



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Comparative Market Analysis




	924 E Lemon Avenue	320 Barrington Place		1212 E Lemon Avenue		900 E Lemon Avenue	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$355,000	\$355,000	\$328,000	\$328,000	\$339,000	\$339,000
Sold\$ SqFt		\$228		\$252		\$275	
List Price		\$355,000		\$330,000		\$349,000	
List\$ SqFt		\$228		\$254		\$283	
Contract Date		02/21/19		02/22/19		02/01/19	
Sold Date		03/21/19		03/28/19		04/01/19	
DOM		128		60		41	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Lompoc	Lompoc		Lompoc		Lompoc	
Lot SqFt							
Year Built		1555		1300		1232	
SqFt	1480						
Levels	1			One		One	
Bedrooms	4	3		3		3	
Bathrooms							
Gar Capacity	2- car garage	Attached Garage		Attached Carport		Attached Garage	
Parking							
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof	Comp	Composition		Shingle		Composition	
Int Feat				Dual Pn Windows			
Int Feat							
Int Feat							
Ext Feat				Fenced		Fenced Yard	
Ext Feat				Patio Covered		Patio Covered	
Ext Feat							
Ext Feat							
	\$344,319		\$355,000		\$328,000		\$339,000



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Comparative Market Analysis

	924 E Lemon Avenue	1236 N First Place		408 E Cherry Avenue		1501 E Oak Avenue	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$369,000	\$369,000	\$349,000	\$349,000	\$325,000	\$325,000
Sold\$ SqFt		\$275		\$225		\$214	
List Price		\$379,900		\$349,900		\$320,000	
List\$ SqFt		\$283		\$225		\$211	
Contract Date		04/02/19		03/18/19		04/15/19	
Sold Date		04/12/19		05/07/19		05/15/19	
DOM		26		10		108	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Lompoc	Lompoc		Lompoc		Lompoc	
Lot SqFt							
Year Built							
SqFt	1480	1342		1552		1520	
Levels	1	One		One		One	
Bedrooms	4	4		3		3	
Bathrooms							
Gar Capacity							
Parking	2- car garage	Attached Garage				Attached Garage	
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof	Comp	Metal		Composition		Other	
Int Feat				Cathedral Ceilin			
Int Feat							
Int Feat							
Ext Feat		Fenced		Fenced Yard			
Ext Feat		Patio Covered		Yard Sprinklers			
Ext Feat							
Ext Feat							
	\$344,319		\$369,000		\$349,000		\$325,000

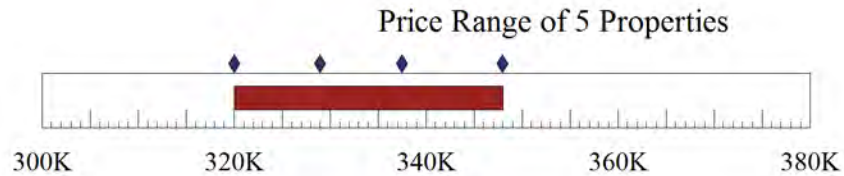


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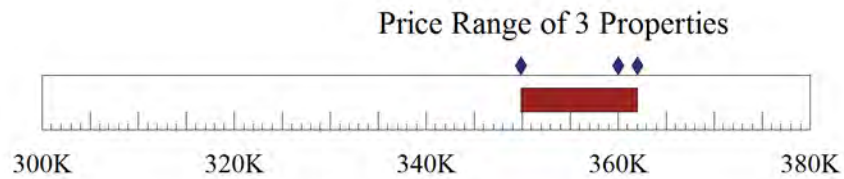


Comparative Market Analysis Graphed by Status

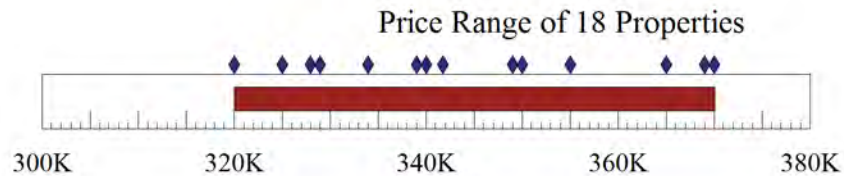
Currently On The Market



Under Contract



Recently Sold

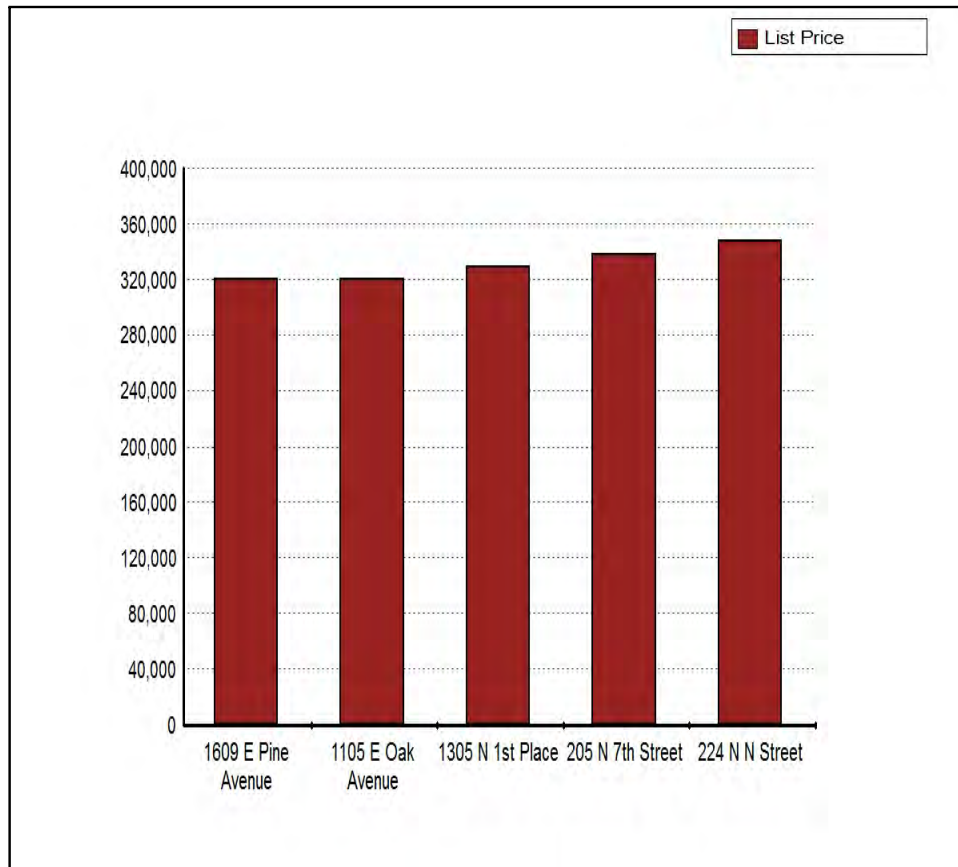


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Comparative Market Analysis Statistics

Graphic Analysis of Currently On The Market Properties



Summary Statistics of 5 Properties:

Average Price: \$330,900
High Price: \$348,000
Low Price: \$320,000
Median Price: \$329,000
Average \$ per SqFt: \$256.20
Average Year Built: 1960
Average Days On Market: 84

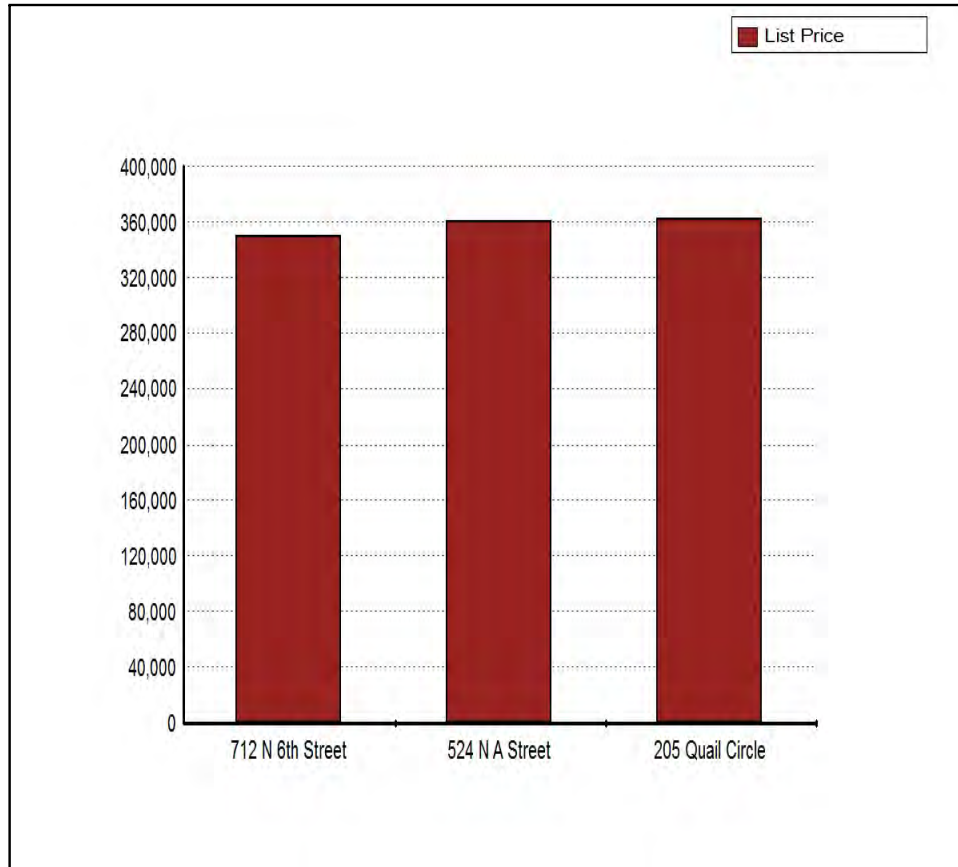


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Comparative Market Analysis Statistics

Graphic Analysis of Under Contract Properties



Summary Statistics of 3 Properties:

Average Price: \$357,300
High Price: \$362,000
Low Price: \$349,900
Median Price: \$360,000
Average \$ per SqFt: \$249.00
Average Year Built: 1983
Average Days On Market: 45



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Comparative Market Analysis Statistics

Graphic Analysis of Recently Sold Properties



Summary Statistics of 18 Properties:

Average Price: \$344,319
High Price: \$370,000
Low Price: \$320,000
Median Price: \$345,375
Average \$ per SqFt: \$246.00
Average Year Built: 1967
Average Sale Price % List Price: 98.72
Average Days On Market: 49



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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:

\$334,000 to \$355,000



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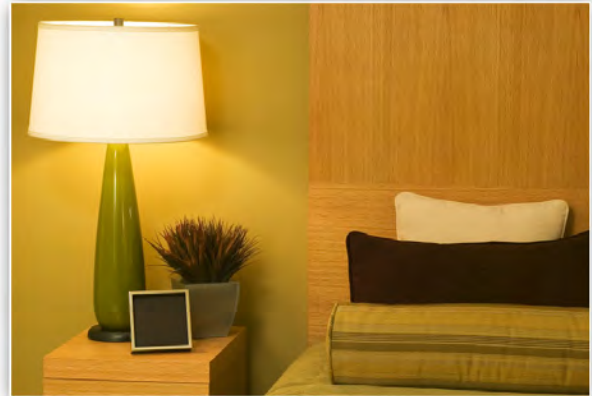


When An Appointment Is Made

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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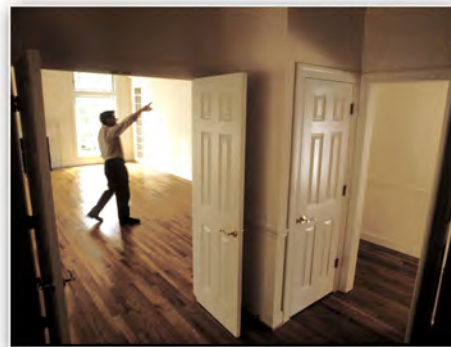


In Conclusion

**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
- 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

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

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