

Real Estate Services Proposal

Prepared Especially for:
Ibrahimi Abdulrahim

For Marketing the Property Located at:
2416 Baldwin Way

Prepared by:

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

Office: 805-481-3939

Cell Phone 805-441-5574

Fax 805-481-3737

Email JoAnn@outlandinc.com

Website <http://joannoutland.com/>

Outland & Associates Real Estate

2665 Shell Beach Rd, Ste J1

Pismo Beach, CA 93449

Date: September 6, 2019



OUTLAND & ASSOCIATES

September 6, 2019

Ibrahimi Abdulrahim
2416 Baldwin Way
Santa Maria, Ca 93458

Dear Mr. Abdulrahim:

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:

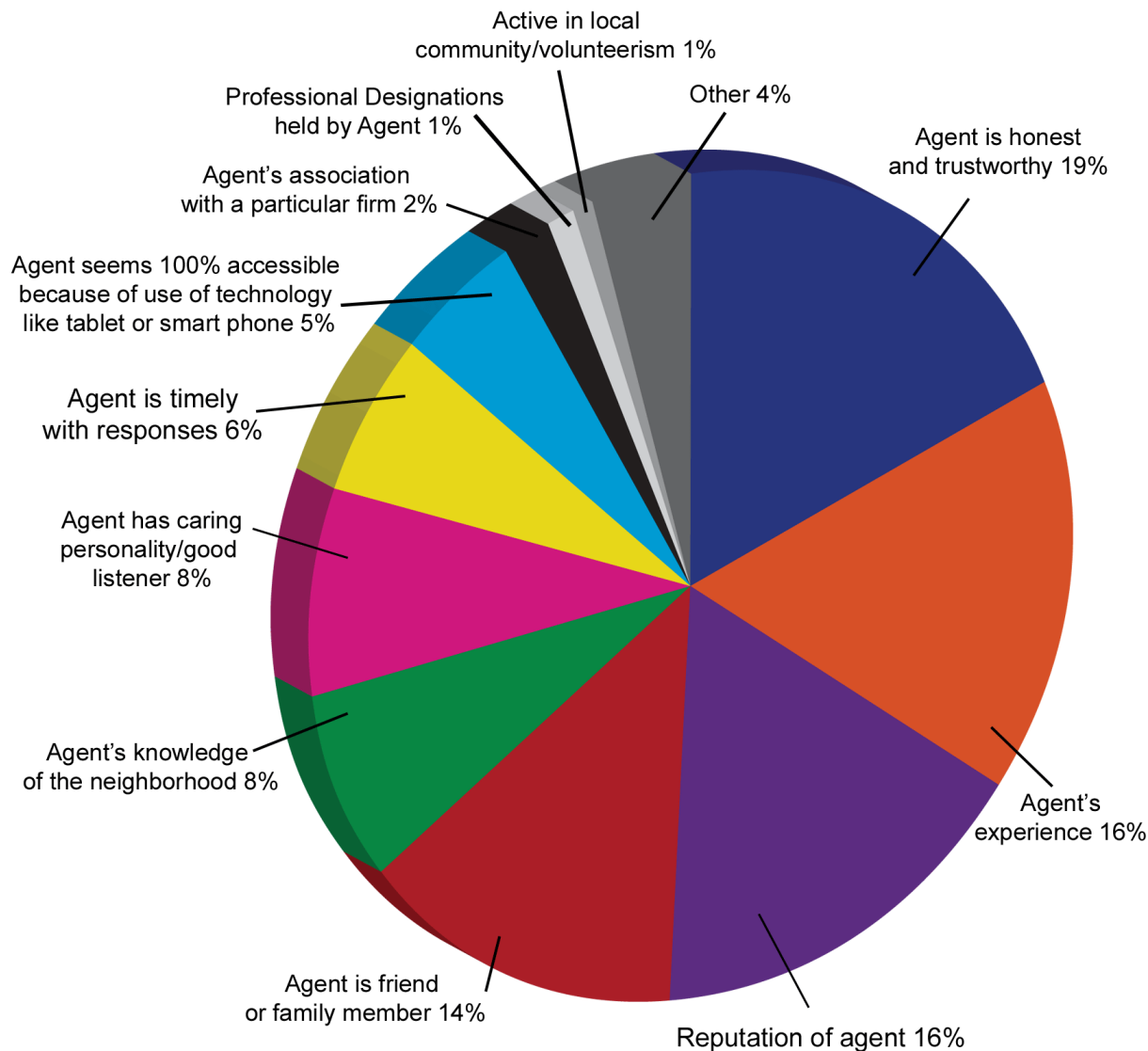
- ❖ Realistic pricing will achieve maximum price in a reasonable time.
- ❖ Your cost or profit desire is irrelevant; the market determines the price.
- ❖ The cost of improvements are almost always more than the added value.
- ❖ Houses that remain on the market for a long time do not get shown.
- ❖ A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

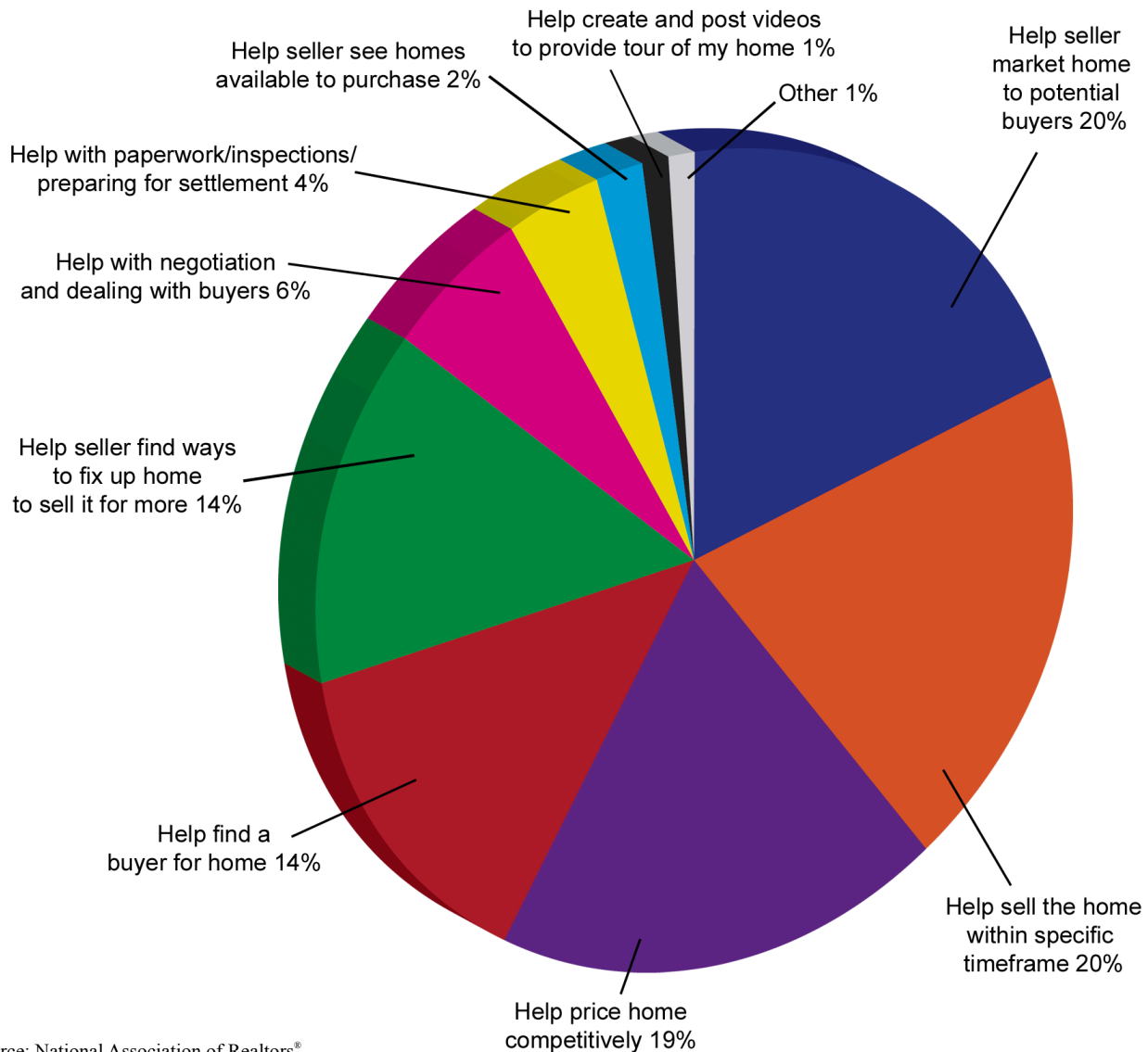


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What Sellers Want Most From Real Estate Professionals

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



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



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Subject Property Profile for

2416 Baldwin Way



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: 0.16
Exterior: Stucco
Half Baths:
Fireplace: 1
Floors:
Int Feat:
Appliances:
Lot Desc: Level

County: Santa Barbara
Tot SqFt: 1540
Bedrooms: 3
Heating: Forced Air
Parking:
Roof:
Ext Feat:
Appliances:
Site Imprv:

Year Built: 2003
Levels: 1
Full Baths: 2
Cooling:
Foundation: Slab
Int Feat:
Ext Feat:
View: Neighborhood
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>
1009 Superior Street	One	4	1		1355		\$385,000
2229 Tree Line Drive	Two	3	2	1	1908		\$415,000

Average of 2 Properties: \$400,000 Min: \$385,000 Max: \$415,000 Median: \$400,000

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>
2424 Cesar E Chavez Dr	One	3	2		1540		\$389,000
1665 La Salle Drive	One	3	1		1263		\$390,000

Average of 2 Properties: \$389,500 Min: \$389,000 Max: \$390,000 Median: \$389,500

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>
615 Stemwood Drive	One	3	2		1576	\$380,500	\$389,000
1923 Celebration Avenue		3	2		1482	\$389,000	\$389,000
914 N Dejoy Street	Two	3	1	1	1596	\$392,500	\$395,000
725 Rainier Way		3	2	1	1745	\$393,000	\$399,900
2236 Tree Line Drive	Two	3	2	1	1907	\$409,000	\$419,000
2303 Signal Avenue	One	4	2		1799	\$412,000	\$415,000
1432 W Heritage Way	One	3	2		1499	\$419,900	\$419,900

Average of 7 Properties: \$399,414 Min: \$380,500 Max: \$419,900 Median: \$393,000



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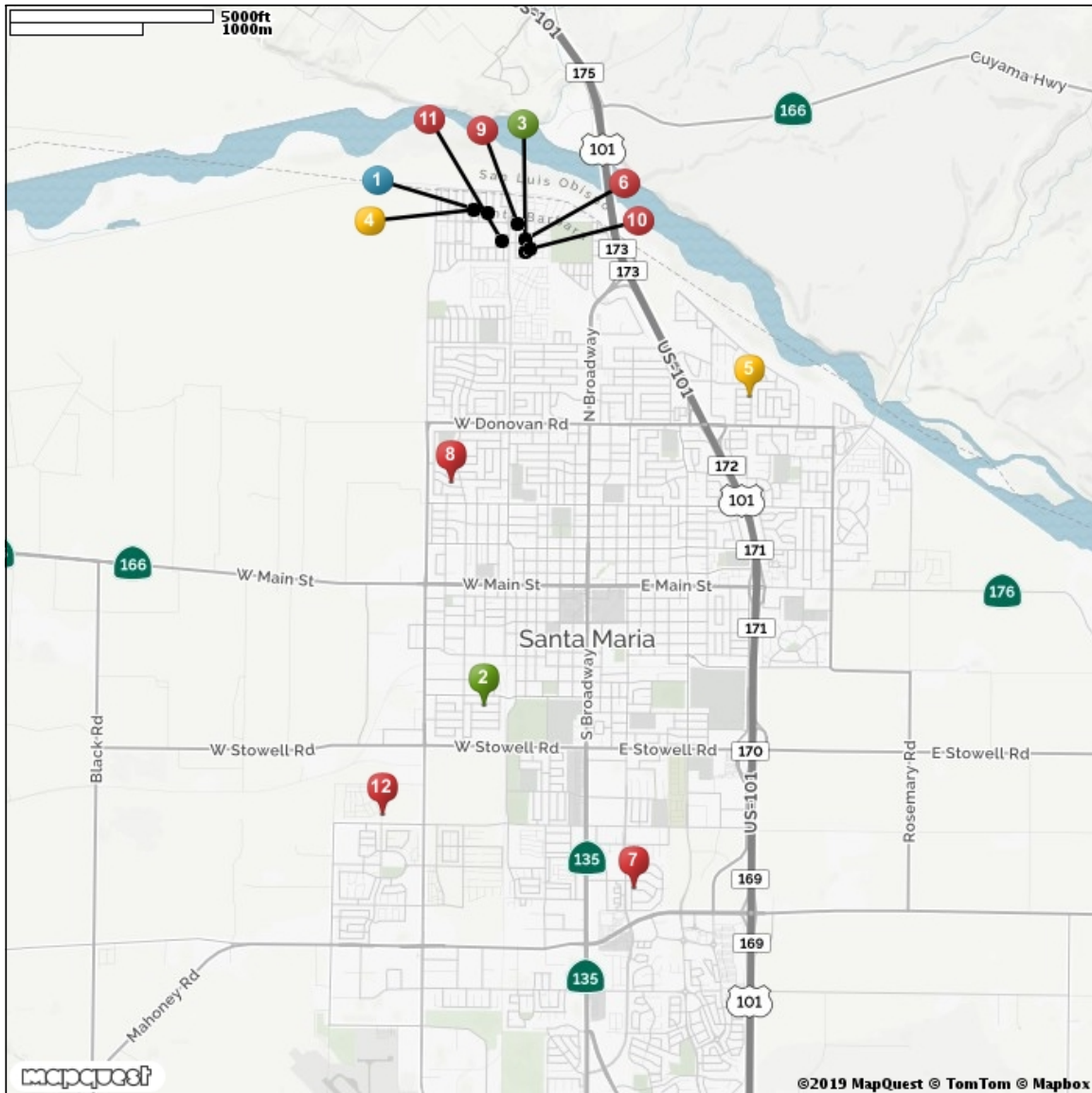
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Map of Comparable Properties



<u>Ref #</u>	<u>Status</u>	<u>Address</u>
1	Subject Property	2416 Baldwin Way
2	Currently On The Market	1009 Superior Street
3	Currently On The Market	2229 Tree Line Drive
4	Under Contract	2424 Cesar E Chavez Drive
5	Under Contract	1665 La Salle Drive
6	Recently Sold	615 Stemwood Drive
7	Recently Sold	1923 Celebration Avenue
8	Recently Sold	914 N Dejoy Street



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List of mapped properties continued...

<u>Ref #</u>	<u>Status</u>	<u>Address</u>
9	Recently Sold	725 Rainier Way
10	Recently Sold	2236 Tree Line Drive
11	Recently Sold	2303 Signal Avenue
12	Recently Sold	1432 W Heritage Way

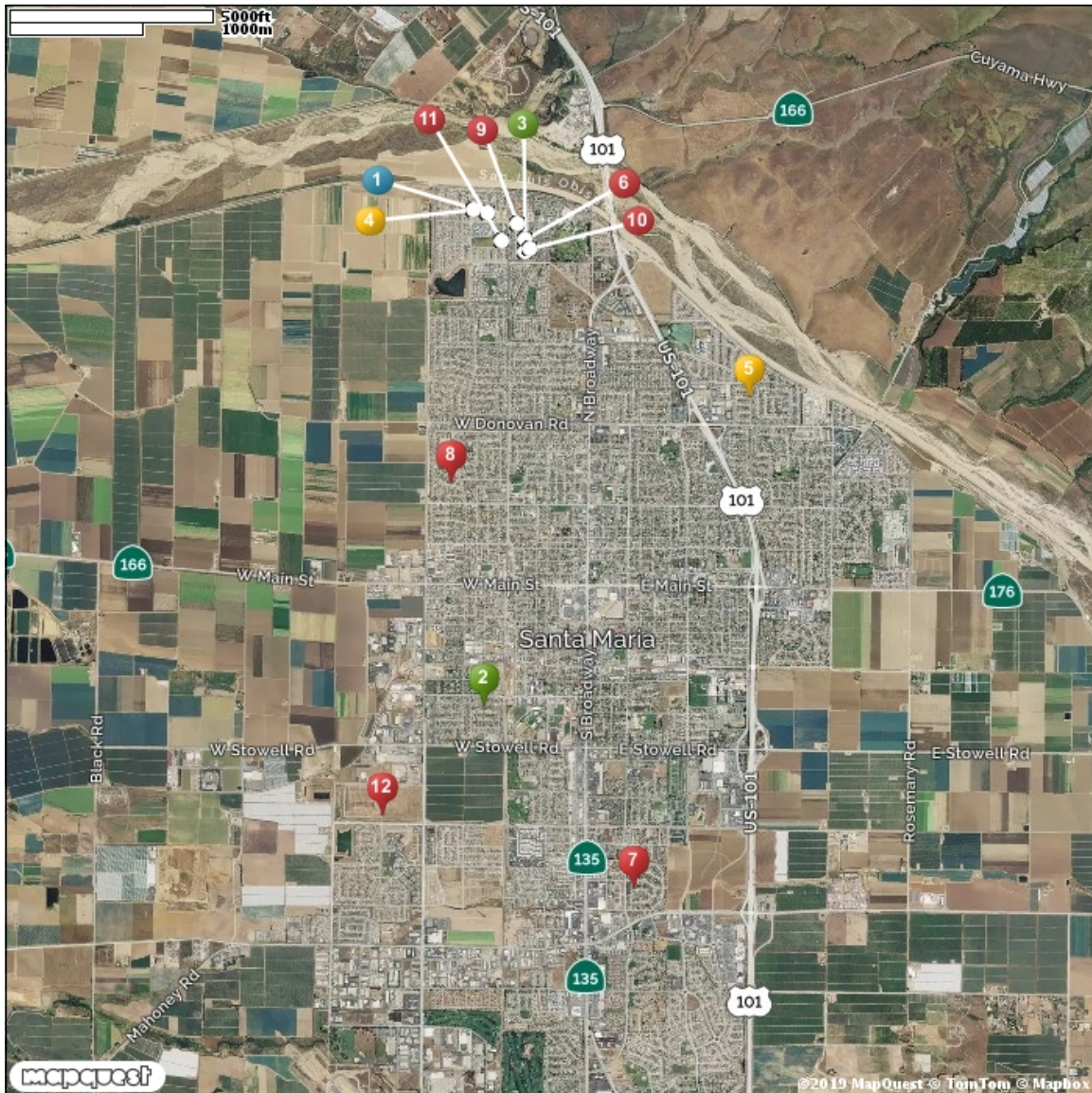


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Currently On The Market

1009 Superior Street

List Price: \$385,000

DOM: 6



Property Details

City: Santa Maria

County: Santa Barbara

Year Built: 1962

Acres: 0.14

Tot SqFt: 1355

Levels: One

Exterior: Stucco

Bedrooms: 4

Full Baths: 1

Half Baths:

Heating: Forced Air

Cooling: None

Fireplace:

Parking: Attached Garage

Foundation: Slab

Floors: Tile

Roof: Composition

Int Feat: Dual Pn Windows

Int Feat:

Ext Feat:

Ext Feat:

Description

Upgraded 4 bedroom home ready to move in. Close to schools and shopping. Tile floors throughout., New stove, sink, counters in kitchen. New tub, sink, toilet in hall bathroom. Fresh paint inside and out, dual pane windows, RV parking, Etc.



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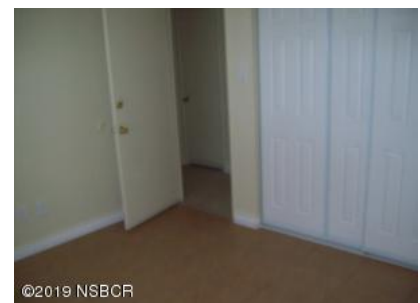
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Additional Photos

1009 Superior Street

List Price: \$385,000

DOM: 6



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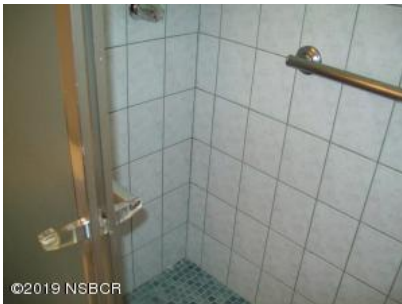
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1009 Superior Street

List Price: \$385,000

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Currently On The Market

2229 Tree Line Drive

List Price: \$415,000

DOM: 15



Property Details

City: Santa Maria

County: Santa Barbara

Year Built: 2001

Acres: 0.12

Tot SqFt: 1908

Levels: Two

Exterior: Wood Siding

Bedrooms: 3

Full Baths: 2

Half Baths: 1

Heating: Forced Air

Cooling: Ceiling Fans

Fireplace: Family Room

Parking: Attached Garage

Foundation: Slab

Floors: Carpet

Roof: Composition

Int Feat: Pantry

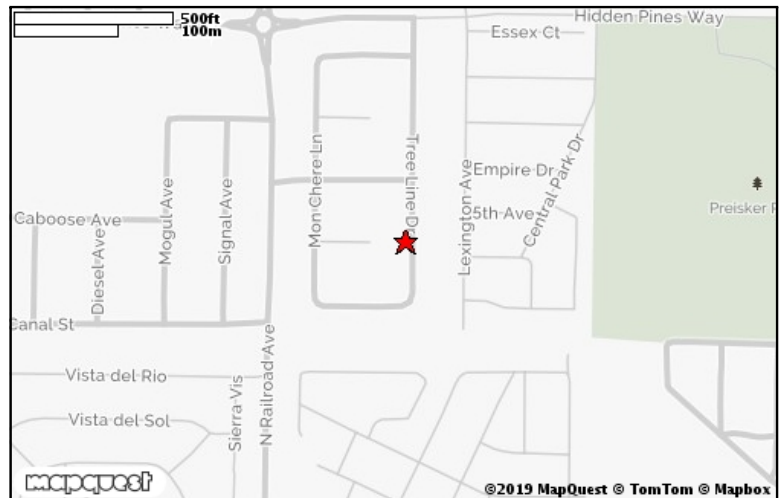
Int Feat: Cathedral Ceilin

Ext Feat: Fenced

Ext Feat:

Description

Spacious Santa Maria home with soaring ceiling in the living & formal dining room with slider to private backyard. Home has a family room with fireplace and slider to yard. Kitchen with pantry and breakfast nook. Half bathroom and laundry room down stairs. All bedrooms are upstairs. Upstairs loft would be great for an office. Spacious master bedroom with walk-in closet, master bath with dual sinks, garden tub. Backyard is private with trees and plantings. Home has attached 3 car garage.



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Additional Photos

2229 Tree Line Drive

List Price: \$415,000

DOM: 15



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Additional Photos

2229 Tree Line Drive

List Price: \$415,000

DOM: 15



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Under Contract

2424 Cesar E Chavez Dr

List Price: \$389,000

DOM: 4



Property Details

City: Santa Maria

County: Santa Barbara

Year Built: 2003

Acres: 0.16

Tot SqFt: 1540

Levels: One

Exterior: Stucco

Bedrooms: 3

Full Baths: 2

Half Baths:

Heating: Forced Air

Cooling: None

Fireplace:

Parking: Attached Garage

Foundation: Slab

Floors: Tile

Roof: Tile

Int Feat: Dual Pn Windows

Int Feat:

Ext Feat:

Ext Feat:

Description

If you're looking for the home for you and your family, look no further. This charming NW Santa Maria home with open floor plan boasts a 3BR/2BA, 1540 SF, family room w/fireplace, & tile floors throughout. Your kitchen features ample cabinets (freshly stained), newer appliances, ceramic tile counters, food pantry closet, & breakfast bar. Other highlights include arched doorways, cathedral ceilings, recessed lighting, fresh interior paint thru-out, owner's suite w/en-suite bathroom & walk-in closet, Open rear yard w/patio, fire pit, ground cover, large gated side yard for your toys, and storage shed. This home comes complete with a 2 car finished garage that has a large attic space above for storage.



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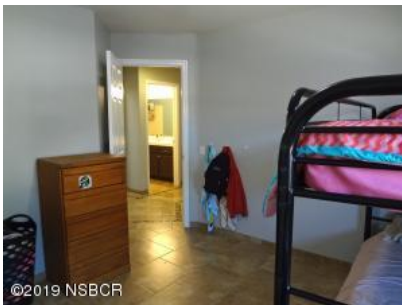
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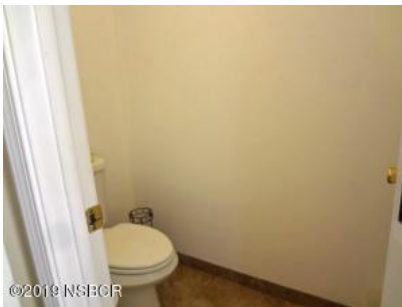
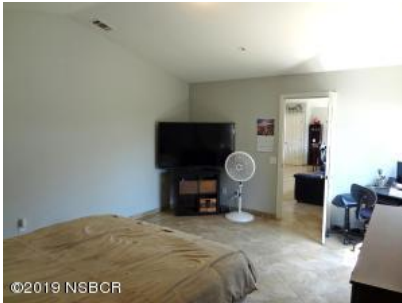
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Additional Photos

2424 Cesar E Chavez Dr

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Additional Photos

2424 Cesar E Chavez Dr

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Under Contract

1665 La Salle Drive

List Price: \$390,000

DOM: 4

Property Details

City: Santa Maria

County: Santa Barbara

Year Built: 1979

Acres: 0.18

Tot SqFt: 1263

Levels: One

Exterior: Stucco

Bedrooms: 3

Full Baths: 1

Half Baths:

Heating: Forced Air

Cooling: None

Fireplace: Family Room

Parking: Attached Garage

Foundation: Slab

Floors: Tile

Roof: Composition

Int Feat: Pantry

Int Feat: Dual Pn Windows

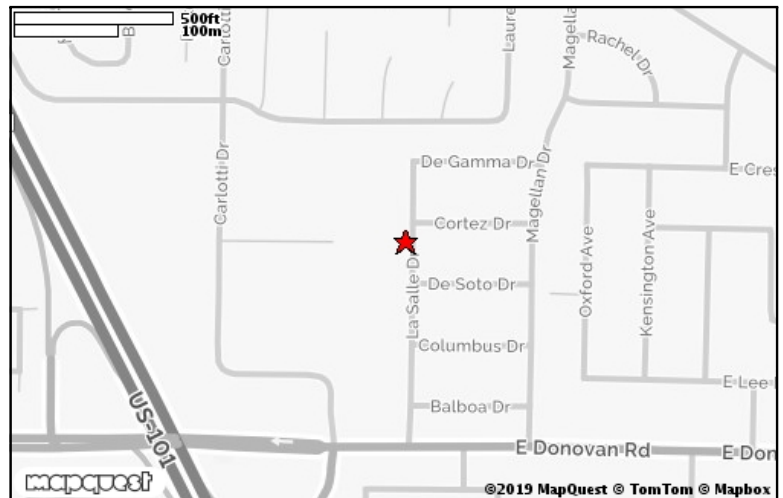
Ext Feat: Fenced

Ext Feat: Yard Sprinklers



Description

Looking for an east-side Santa Maria home with a remodeled kitchen? This is it! This charmer features an adorable remodeled kitchen with quartz countertops/subway style backsplash, white cabinets, 5-burner gas cooktop, oven, dishwasher, breakfast bar and pantry closet. Spacious, private and gated front patio. Stucco covered backyard patio with stamped concrete is great for relaxing and entertaining. 3 bed/2 bath with fireplace in family room, recessed lighting in kitchen and living room, dual-paned windows, newer laminate and tile floors throughout, newer light fixtures, spacious RV parking. Beautiful mature palms enhance front landscape. Single level home with no steps on a slab foundation. New Enos Ranch shopping center is only minutes away. Close to schools and public transportation.



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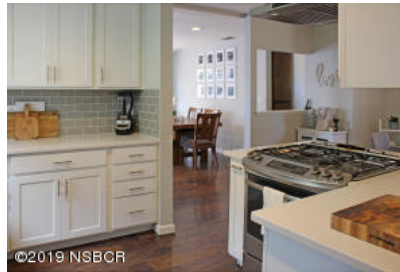
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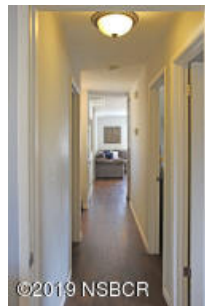
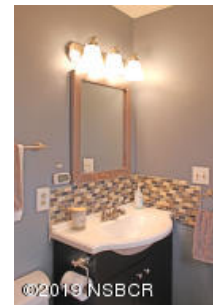
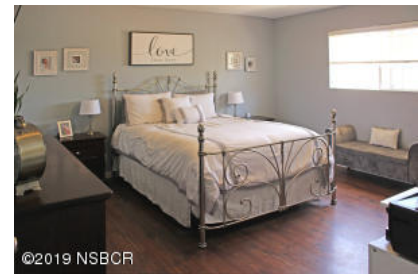


Additional Photos

1665 La Salle Drive

List Price: \$390,000

DOM: 4



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Recently Sold

615 Stemwood Drive

List Price: \$389,000 **Sold Price:** \$380,500 **DOM:** 6

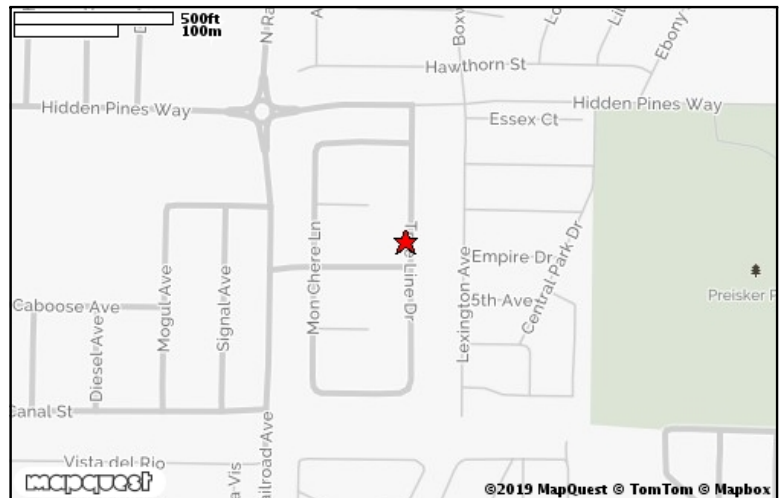


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2001
Acres: 0.16
Tot SqFt: 1576
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace: Family Room
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat: Yard Sprinklers
Ext Feat:

Description

MOVE IN READY! This single story offers 3bed, 2bath with family room and living room. The interior has been updated with new paint, carpet, interior doors and newer appliances. The tandem portion of the 3 car garage has a temporary wall and door for secured storage or workshop. Seller will remove upon request. Owner is a licensed real estate broker.



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Additional Photos

615 Stemwood Drive

List Price: \$389,000 *Sold Price:* \$380,500 *DOM:* 6



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Recently Sold

1923 Celebration Avenue

List Price: \$389,000 Sold Price: \$389,000 DOM: 113



Property Details

City: Santa Maria
County: Santa Barbara
Year Built:
Acres: 0.05
Tot SqFt: 1482
Levels:
Exterior:
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: Central Air
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors:
Roof: Tile
Int Feat:
Int Feat:
Ext Feat:
Ext Feat:

Description

Celebrations II new home community offers quality construction and amazing "Green" living at it's finest, in one of Santa Maria's newest neighborhoods. This beautiful 3bd 2.5ba, 1,482 sqft home features quality construction, designer finishes and energy efficient upgrades at every turn, which starts with a spacious kitchen with breakfast bar, maple cabinets, granite countertops, ceramic tile floors and stainless steel appliances. Highlighting the open-concept living, the kitchen opens onto a spacious light-filled living room and generous-sized dining room with soaring vaulted ceilings. This home features a serene master bedroom retreat with large walk-in closet and attached spa-like bathroom with separate water closet, shower, and soaking tub.



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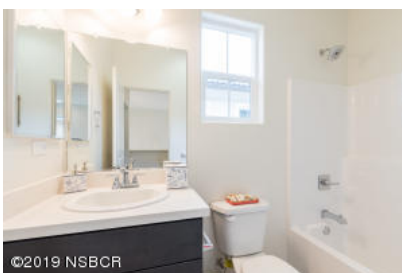


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1923 Celebration Avenue

List Price: \$389,000 Sold Price: \$389,000 DOM: 113



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Additional Photos

1923 Celebration Avenue

List Price: \$389,000 *Sold Price:* \$389,000 *DOM:* 113



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Recently Sold

914 N Dejoy Street

List Price: \$395,000 Sold Price: \$392,500 DOM: 12

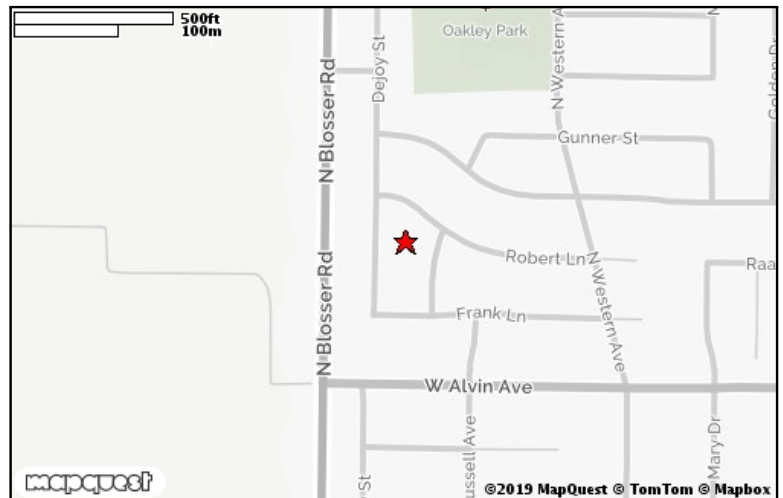


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 1981
Acres: 0.14
Tot SqFt: 1596
Levels: Two
Exterior: Stucco
Bedrooms: 3
Full Baths: 1
Half Baths: 1
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: Fenced Yard
Ext Feat:

Description

Look no Further, Beautiful 3 bedroom 2.5 bath home with over 1,500 Sq Ft of living space located in the North Side of Santa Maria. This home features Laminate flooring throughout the down stairs, new carpet in the stairway and bedrooms, new quartz counter tops in the kitchen and bathrooms. The kitchen features new stove/oven, sink and freshly painted kitchen cabinets. The interior has been hand textured & repainted along with the bathrooms and the exterior of the home. Also added, new drought tolerant landscape in the front yard with new fence gates on both sides of the home. There is so much more to this house that has been done, new base boards, new water heater, new interior doors and closet doors. New garage door. Other upgrades include Dual Pane Windows.



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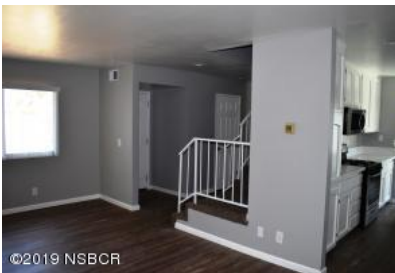
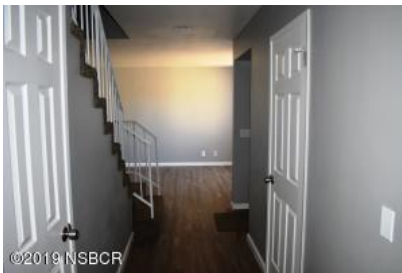
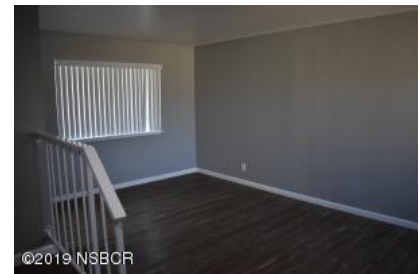


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Additional Photos

914 N Dejoy Street

List Price: \$395,000 Sold Price: \$392,500 DOM: 12



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Additional Photos

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List Price: \$395,000 *Sold Price:* \$392,500 *DOM:* 12



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Recently Sold

725 Rainier Way

List Price: \$399,900 Sold Price: \$393,000 DOM: 210

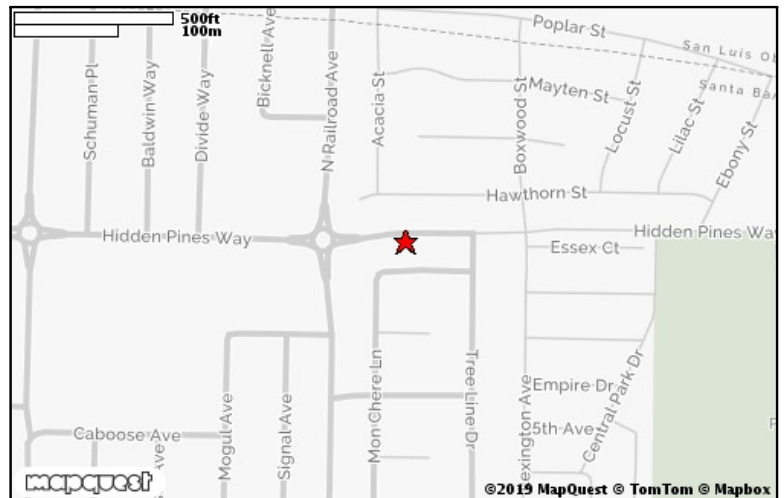


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2001
Acres: 0.13
Tot SqFt: 1745
Levels:
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

Come and see this beautiful two-story 3 Bedroom home in Cherry Blossoms. This home offers an Open floor Plan, Separate Living and Dining Area, Wood Flooring and much more! Three bedrooms and two bathrooms upstairs. Backyard has a Huge Gazebo for BBQ and for Entertaining. This home is also walking distance to Tommy Kunst Jr. High School. Call your realtor NOW to view this property!



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OUTLAND & ASSOCIATES

Additional Photos

725 Rainier Way

List Price: \$399,900 Sold Price: \$393,000 DOM: 210



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Additional Photos

725 Rainier Way

List Price: \$399,900 *Sold Price:* \$393,000 *DOM:* 210



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Recently Sold

2236 Tree Line Drive

List Price: \$419,000 Sold Price: \$409,000 DOM: 31

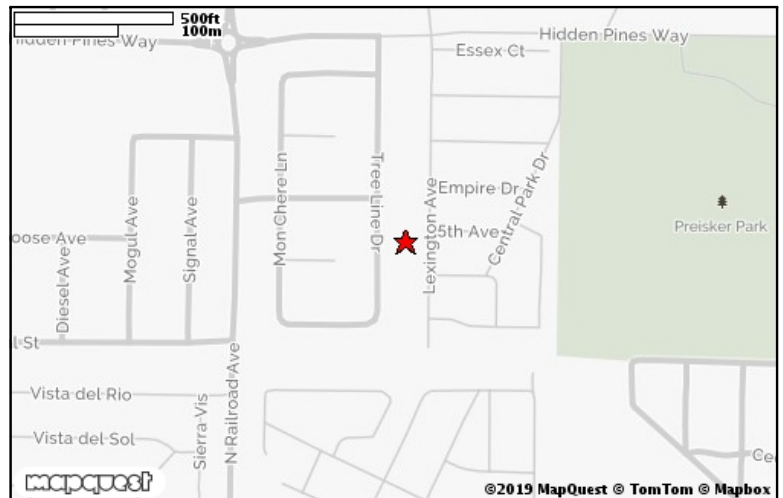


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2001
Acres: 0.12
Tot SqFt: 1907
Levels: Two
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths: 1
Heating: Forced Air
Cooling: None
Fireplace: Family Room
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Composition
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat:
Ext Feat:

Description

Beautiful Cherry Blossom Ranch home. Featuring soaring ceiling in formal living & dining room with slider to backyard. Kitchen with granite counters, oak cabinets with drawer pulls, breakfast nook and opens to the family room with cozy fireplace and slider to backyard. Half bathroom off family room, indoor laundry with cabinet. Finished garage with opener and storage shelves. Upstairs loft makes a nice cozy reading area. Master retreat features spacious bedroom with large soaking tub, dual sinks and walk-in closet. Built-in oak linen storage in hallway. Hall bathroom with tub/shower. Sunny 2nd & 3rd Bedrooms upstairs. Backyard features colorful landscape and patio area.



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Additional Photos

2236 Tree Line Drive

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Recently Sold

2303 Signal Avenue

List Price: \$415,000 Sold Price: \$412,000 DOM: 85

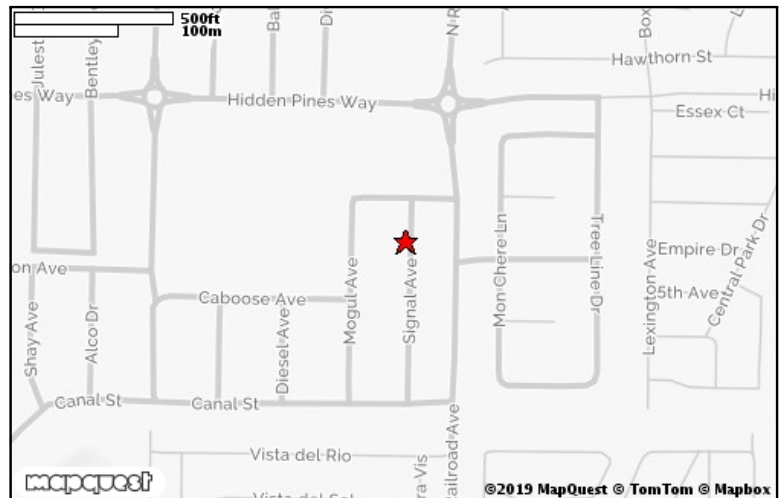


Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2002
Acres: 0.11
Tot SqFt: 1799
Levels: One
Exterior: Stucco
Bedrooms: 4
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: Ceiling Fans
Fireplace: Family Room
Parking: Attached Garage
Foundation: Slab
Floors: Carpet
Roof: Tile
Int Feat: Dual Pn Windows
Int Feat:
Ext Feat:
Ext Feat:

Description

Renovated Newcastle @ Willow Creek Santa Maria CA Home for Sale. Dream Kitchen w/ New Kitchen Cabinets & Quartz Counters, New Stainless Steel Appliances Including Stove, Built-in Microwave & Dishwasher. New Exterior Paint, New Interior Paint, New Carpet & Some New Baseboards. 4 Bedroom, 2 Bath, Single Story Home Built in 2004. Open Floor Plan w/ Vaulted Ceilings & Gas Fireplace. Master Suite w/ Private Bath & New Vanity. Tile Roof, Stucco Exterior, Indoor Laundry & Attached 2 Car Garage. No HOA Fees! Walking Distance to Kunst Junior High School & Preisker Park. Great Location Close to Major Shopping Centers & Highway 101 Access. Easy Drive to SLO County from this North West Santa Maria Location. *Information Deemed Reliable But Not Verified or Guaranteed by Broker.



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2303 Signal Avenue

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Additional Photos

2303 Signal Avenue

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Additional Photos

2303 Signal Avenue

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OUTLAND & ASSOCIATES

Recently Sold

1432 W Heritage Way

List Price: \$419,900 Sold Price: \$419,900 DOM: 7



Property Details

City: Santa Maria
County: Santa Barbara
Year Built: 2015
Acres: 0.10
Tot SqFt: 1499
Levels: One
Exterior: Stucco
Bedrooms: 3
Full Baths: 2
Half Baths:
Heating: Forced Air
Cooling: None
Fireplace:
Parking: Attached Garage
Foundation: Slab
Floors: Laminate
Roof: Tile
Int Feat: Wide Doors
Int Feat: Fire Sprinklers
Ext Feat:
Ext Feat:

Description

WOW! Take a look at this beautiful home in the new gated community of Heritage Square. A rare single story 3 bedroom 2 bath home has 1500 square feet of beautiful living space. The open concept kitchen features granite counter tops, and an expansive island with bar seating. The living room has a beautiful custom tile fireplace from floor to ceiling, with great laminate flooring throughout the living areas. The large master suite has great natural light from the sliding door access to the back patio, and the walk in closet has a ton of space! Don't miss the opportunity to have a beautiful like new home!



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Additional Photos

1432 W Heritage Way

List Price: \$419,900 Sold Price: \$419,900 DOM: 7



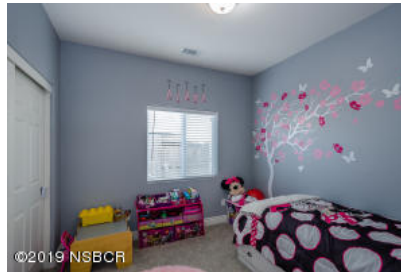
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Additional Photos

1432 W Heritage Way

List Price: \$419,900 Sold Price: \$419,900 DOM: 7



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Additional Photos

1432 W Heritage Way



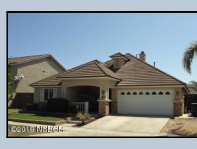


List Price: \$419,900 *Sold Price:* \$419,900 *DOM:* 7



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Comparative Market Analysis

	1009 Superior Street	2229 Tree Line Drive	2424 Cesar E Chavez Dr	1665 La Salle Drive	615 Stemwood Drive
					
Status	A	A	P	P	C
List Price	\$385,000	\$415,000	\$389,000	\$390,000	\$389,000
List\$ SqFt	\$284	\$218	\$253	\$309	\$247
Sold Price					\$380,500
Sold\$ SqFt					\$241
Contract Date			08/23/19	08/09/19	02/04/19
Sold Date					03/08/19
DOM	6	15	4	4	6
City	Santa Maria	Santa Maria	Santa Maria	Santa Maria	Santa Maria
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built	1962	2001	2003	1979	2001
Acres	0.14	0.12	0.16	0.18	0.16
Tot SqFt	1355	1908	1540	1263	1576
Levels	One	Two	One	One	One
Exterior	Stucco	Wood Siding	Stucco	Stucco	Stucco
Bedrooms	4	3	3	3	3
Full Baths	1	2	2	1	2
Half Baths		1			
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	None	Ceiling Fans	None	None	None
Fireplace		Family Room		Family Room	Family Room
Parking	Attached Garage	Attached Garage	Attached Garage	Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	Slab	Slab
Floors	Tile	Carpet	Tile	Tile	Carpet
Roof	Composition	Composition	Tile	Composition	Composition
Int Feat	Dual Pn Windows	Pantry	Dual Pn Windows	Pantry	Dual Pn Windows
Int Feat		Cathedral Ceilin		Dual Pn Windows	
Ext Feat		Fenced		Fenced	Yard Sprinklers
Ext Feat				Yard Sprinklers	
Appliances	Oven/Range-Gas	Oven/Range-Gas	Oven/Range-Gas	Gas Cooktop	Oven/Range-Gas
Appliances			Refrigerator	Oven	Microwave
View		None			None
Lot Desc		Level			Corner
Site Imprv	Paved Streets	Paved Streets	Paved Streets	Paved Streets	Paved Streets
Site Imprv	Telephone	Sidewalks	Sidewalks	Sidewalks	Telephone



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Comparative Market Analysis

	1923 Celebration Avenu	914 N Dejoy Street	725 Rainier Way	2236 Tree Line Drive	2303 Signal Avenue
					
Status	C	C	C	C	C
List Price	\$389,000	\$395,000	\$399,900	\$419,000	\$415,000
List\$ SqFt	\$262	\$247	\$229	\$220	\$231
Sold Price	\$389,000	\$392,500	\$393,000	\$409,000	\$412,000
Sold\$ SqFt	\$262	\$246	\$225	\$214	\$229
Contract Date	05/17/19	05/01/19	07/08/19	07/10/19	02/15/19
Sold Date	06/10/19	06/03/19	07/31/19	08/14/19	03/29/19
DOM	113	12	210	31	85
City	Santa Maria	Santa Maria	Santa Maria	Santa Maria	Santa Maria
County	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara	Santa Barbara
Year Built		1981	2001	2001	2002
Acres	0.05	0.14	0.13	0.12	0.11
Tot SqFt	1482	1596	1745	1907	1799
Levels		Two		Two	One
Exterior		Stucco		Stucco	Stucco
Bedrooms	3	3	3	3	4
Full Baths	2	1	2	2	2
Half Baths		1	1	1	
Heating	Forced Air	Forced Air	Forced Air	Forced Air	Forced Air
Cooling	Central Air	None	None	None	Ceiling Fans
Fireplace		Brick/Stone		Family Room	Family Room
Parking	Attached Garage	Attached Garage	Attached Garage	Attached Garage	Attached Garage
Foundation	Slab	Slab	Slab	Slab	Slab
Floors		Carpet		Carpet	Carpet
Roof	Tile	Composition	Composition	Composition	Tile
Int Feat		Dual Pn Windows		Dual Pn Windows	Dual Pn Windows
Int Feat					
Ext Feat		Fenced Yard			
Ext Feat					
Appliances			Cable		Dishwasher
Appliances					Microwave
View				None	
Lot Desc					
Site Imprv		Paved Streets		Sidewalks	
Site Imprv		Sidewalks			



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OUTLAND & ASSOCIATES

Comparative Market Analysis

1432 W Heritage Way



Status	C			
List Price	\$419,900			
List\$ SqFt	\$280			
Sold Price	\$419,900			
Sold\$ SqFt	\$280			
Contract Date	03/27/19			
Sold Date	04/26/19			
DOM	7			
City	Santa Maria			
County	Santa Barbara			
Year Built	2015			
Acres	0.10			
Tot SqFt	1499			
Levels	One			
Exterior	Stucco			
Bedrooms	3			
Full Baths	2			
Half Baths				
Heating	Forced Air			
Cooling	None			
Fireplace				
Parking	Attached Garage			
Foundation	Slab			
Floors	Laminate			
Roof	Tile			
Int Feat	Wide Doors			
Int Feat	Fire Sprinklers			
Ext Feat				
Ext Feat				
Appliances	Dishwasher			
Appliances	Microwave			
View				
Lot Desc				
Site Imprv	Paved Streets			
Site Imprv				



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Comparative Market Analysis

	2416 Baldwin Way	615 Stemwood Drive		2303 Signal Avenue		1432 W Heritage Way	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$380,500	\$380,500	\$412,000	\$412,000	\$419,900	\$419,900
Sold\$ SqFt		\$241		\$229		\$280	
List Price		\$389,000		\$415,000		\$419,900	
List\$ SqFt		\$247		\$231		\$280	
Contract Date		02/04/19		02/15/19		03/27/19	
Sold Date		03/08/19		03/29/19		04/26/19	
DOM		6		85		7	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Santa Maria	Santa Maria		Santa Maria		Santa Maria	
Lot SqFt							
Year Built							
SqFt	1540	1576		1799		1499	
Levels	1	One		One		One	
Bedrooms	3	3		4		3	
Bathrooms							
Gar Capacity							
Parking		Attached Garage		Attached Garage		Attached Garage	
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof		Composition		Tile		Tile	
Int Feat		Dual Pn Windows		Dual Pn Windows		Wide Doors	
Int Feat						Fire Sprinklers	
Int Feat							
Ext Feat		Yard Sprinklers					
Ext Feat							
Ext Feat							
Ext Feat							
	\$399,414		\$380,500		\$412,000		\$419,900






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Comparative Market Analysis

	2416 Baldwin Way	914 N Dejoy Street		1923 Celebration Avenue		725 Rainier Way	
							
			Adjustments		Adjustments		Adjustments
Sold Price		\$392,500	\$392,500	\$389,000	\$389,000	\$393,000	\$393,000
Sold\$ SqFt		\$246		\$262		\$225	
List Price		\$395,000		\$389,000		\$399,900	
List\$ SqFt		\$247		\$262		\$229	
Contract Date		05/01/19		05/17/19		07/08/19	
Sold Date		06/03/19		06/10/19		07/31/19	
DOM		12		113		210	
County	Santa Barbara	Santa Barbara		Santa Barbara		Santa Barbara	
City	Santa Maria	Santa Maria		Santa Maria		Santa Maria	
Lot SqFt							
Year Built		1596		1482		1745	
SqFt	1540	Two		3		3	
Levels	1	3					
Bedrooms	3						
Bathrooms							
Gar Capacity		Attached Garage		Attached Garage		Attached Garage	
Parking							
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors		Composition		Tile		Composition	
Floors		Dual Pn Windows					
Roof							
Int Feat							
Int Feat							
Int Feat		Fenced Yard					
Ext Feat							
Ext Feat							
Ext Feat							
Ext Feat							
	\$399,414		\$392,500		\$389,000		\$393,000




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Comparative Market Analysis

	2416 Baldwin Way	2236 Tree Line Drive					
				Adjustments	Adjustments	Adjustments	Adjustments
Sold Price		\$409,000	\$409,000				
Sold\$ SqFt		\$214					
List Price		\$419,000					
List\$ SqFt		\$220					
Contract Date		07/10/19					
Sold Date		08/14/19					
DOM		31					
County	Santa Barbara	Santa Barbara					
City	Santa Maria	Santa Maria					
Lot SqFt							
Year Built							
SqFt	1540	1907					
Levels	1	Two					
Bedrooms	3	3					
Bathrooms							
Gar Capacity							
Parking		Attached Garage					
Heating							
Cooling							
Fireplace							
Fireplace							
Eating Area							
Laundry							
Patio							
Pool							
Floors							
Floors							
Roof		Composition					
Int Feat		Dual Pn Windows					
Int Feat							
Int Feat							
Ext Feat							
Ext Feat							
Ext Feat							
Ext Feat							
	\$399,414		\$409,000				



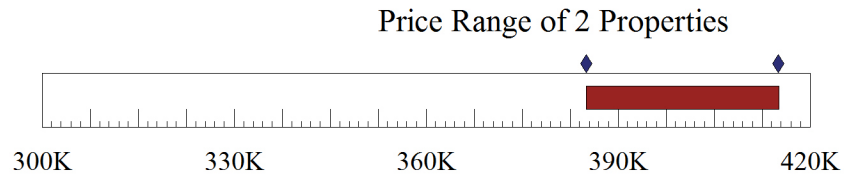
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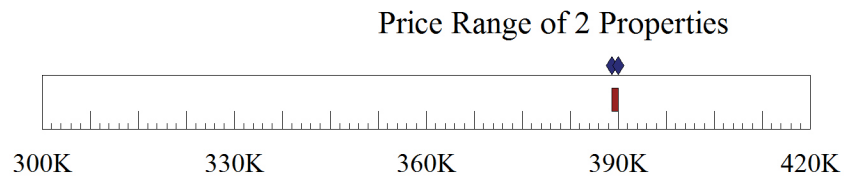
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Comparative Market Analysis Graphed by Status

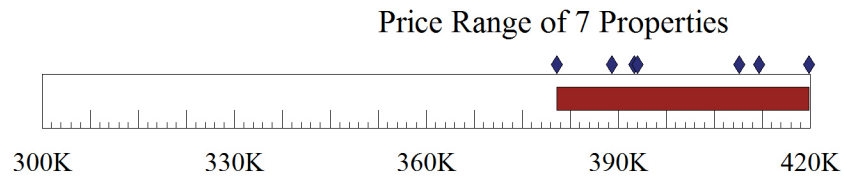
Currently On The Market



Under Contract



Recently Sold



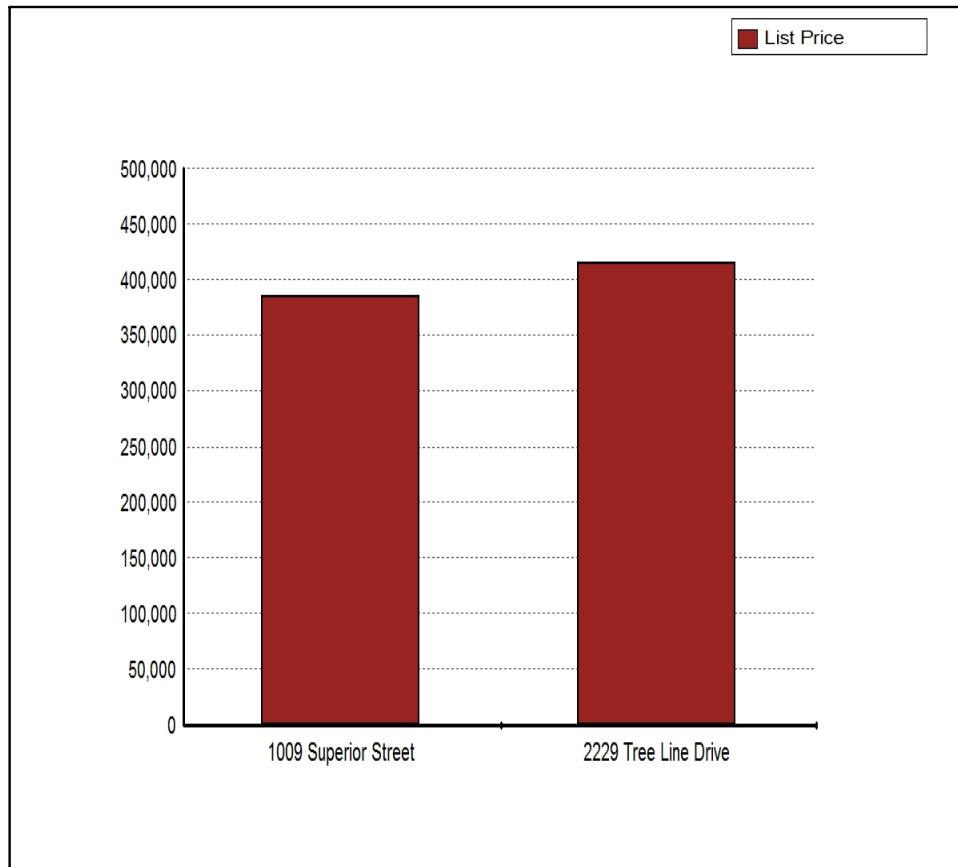
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Comparative Market Analysis Statistics

Graphic Analysis of Currently On The Market Properties



Summary Statistics of 2 Properties:

Average Price: \$400,000
High Price: \$415,000
Low Price: \$385,000
Median Price: \$400,000
Average \$ per SqFt: \$251.00
Average Year Built: 1981
Average Days On Market: 10



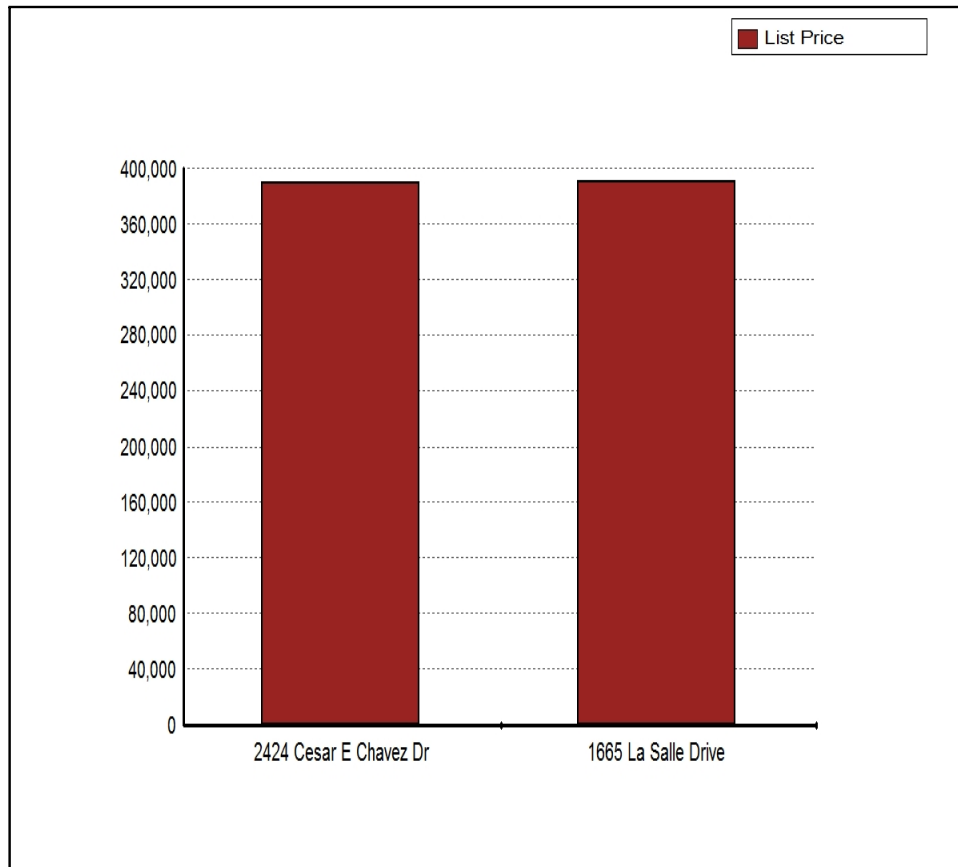
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Comparative Market Analysis Statistics

Graphic Analysis of Under Contract Properties



Summary Statistics of 2 Properties:

Average Price: \$389,500
High Price: \$390,000
Low Price: \$389,000
Median Price: \$389,500
Average \$ per SqFt: \$281.00
Average Year Built: 1991
Average Days On Market: 4



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Comparative Market Analysis Statistics

Graphic Analysis of Recently Sold Properties



Summary Statistics of 7 Properties:

Average Price: \$399,414
High Price: \$419,900
Low Price: \$380,500
Median Price: \$393,000
Average \$ per SqFt: \$242.43
Average Year Built: 2000
Average Sale Price % List Price: 98.91
Average Days On Market: 66



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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:

\$388,000 to \$412,000



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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®		
<ul style="list-style-type: none"> ▪ 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
<ul style="list-style-type: none"> ▪ 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