

8 Reasons Why You Should Work With a REALTOR®

Not all real estate practitioners are REALTORS®. The term REALTOR® is a registered trademark that identifies a real estate professional who is a member of the NATIONAL ASSOCIATION of REALTORS® and subscribes to its strict Code of **Ethics**. **Here's why it pays to**

- 1. Navigate a complicated process.** Buying or selling a home usually requires disclosure forms, inspection reports, mortgage documents, insurance policies, deeds, and multipage settlement statements. A knowledgeable expert will help you prepare the best deal, and avoid delays or costly mistakes.
- 2. Information and opinions.** REALTORS® can provide local community information on utilities, zoning, schools, and more. They'll also be able to provide objective information about each property. A professional will be able to help you answer these two important questions: Will the property provide the environment I want for a home or investment? Second, will the property have resale value when I am ready to sell?
- 3. Help finding the best property out there.** Sometimes the property you are seeking is available but not actively advertised in the market, and it will take some investigation by your REALTOR® to find all available properties.
- 4. Negotiating skills.** There are many negotiating factors, including but not limited to price, financing, terms, date of possession, and inclusion or exclusion of repairs, furnishings, or equipment. In addition, the purchase agreement should provide a period of time for you to complete appropriate inspections and investigations of the property before you are bound to complete the purchase. Your agent can advise you as to which investigations and inspections are recommended or required.
- 5. Property marketing power.** Real estate doesn't sell due to advertising alone. In fact, a large share of real estate sales comes as the result of a practitioner's contacts through previous clients, referrals, friends, and family. When a property is marketed with the help of a REALTOR®, you do not have to allow strangers into your home. Your REALTOR® will generally prescreen and accompany qualified prospects through your property.
- 6. Someone who speaks the language.** If you don't know a CMA from a PUD, you can understand why it's important to work with a professional who is immersed in the industry and knows the real estate language.
- 7. Experience.** Most people buy and sell only a few homes in a lifetime, usually with quite a few years in between each purchase. Even if you have done it before, laws and regulations change. REALTORS®, on the other hand, handle hundreds of real estate transactions over the course of their career. Having an expert on your side is critical.
- 8. Objective voice.** A home often symbolizes family, rest, and security — it's not just four walls and a roof. Because of this, homebuying and selling can be an emotional undertaking. And for most people, a home is the biggest purchase they'll ever make. Having a concerned, but objective, third party helps you stay focused on both the emotional and financial issues most important to you.

Call the TOMLINSON GROUP today to get your home SOLD!

"Serina sold our home despite the very difficult market and bad time of year. Serina is very knowledgeable and aggressive yet still personable and fun. Serina was easy to reach and responsive to our questions. I feel like Serina is a friend and not just our realtor. She genuinely cares about her clients and follows up even after the sale. I would highly recommend Serina to anyone buying or selling a home in the Temecula/Murrieta area."

*~ James Cox
February 2019*



2011, 2012, 2013, 2014,
2015, 2016, 2017, 2018



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US Postage
PAID
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**TOMLINSON
GROUP**

Real Estate Professionals

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**TOMLINSON
GROUP**

MARCH INVENTORY



TOMLINSON GROUP

Real Estate Professionals



**CUSTOM
POOL HOME**

38596 Avenida Bonita., Murrieta

Stunning Upscale, Gated Executive Custom View Estate Home in La Cresta!

5649 SqFt 5 Bed/4 Bath

Cooks Kitchen with Granite, View Garden Window, Built-In Subzero Fridge!

10 Ft In-Ground Salt Water Pebble Tech Pool! 6 Solar Panels Paid In Full!

LISTING PRICE: \$1,495,000



**4-PLEX
APARTMENT
BUILDING**

437 Newport Ave., Long Beach

Excellent Opportunity! Close to Long Beach State University!

Unit 1-1800 SqFt 3 Bd/2 Ba., Fireplace & 2 Car Detached Garage

Unit 2-1100 SqFt 2Bd/1Ba., 1 Car Gar.

Unit 3-1395 SqFt 2 Bd/1.5 Ba., 1 Car Gar

Unit 4-1395 SqFt 2 Bd/1.5 Ba., 1 Car Gar.

LISTING PRICE: 1,749,999



GORGEOUS

7436 Rainbow Heights Rd., Fallbrook

Stunning, Private, Gated Estate on 120 Gorgeous Acres!

12000 SqFt 6 Bed/ 5.5 Bath

2 Custom Master Bedrooms, Casita w/1 Bedroom & Kitchen, Inground Pool!

Custom Kitchen with Granite, Stainless Steel Appliances & Built-In Fridge!

LISTING PRICE: \$2,299,000



**HUGE PRICE
REDUCTION**

41225 Hacienda Dr., Murrieta

Beautiful Picturesque Custom Home!

2256 SqFt 4 Bed/2 Bath

Located in La Cresta Highlands With approx.. 5 acres of stunning

Land with 200+ trees!

LISTING PRICE: \$750,000



SENSATIONAL

29930 Santiago Rd., Temecula

Sensational Temecula Home in Highly Sought After Chaparral Estates!

3196 SqFt 6 Bed/2.5 Bath

1 Bed plus ½ Bath Downstairs, Cooks Kitchen w/Quartz Countertops! Stunning Pebble Tech In-Ground Pool & Spa, Fire Pit, RV Parking!

LISTING PRICE: \$975,000



**RESORT
COMMUNITY**

21616 Appaloosa Ct., Canyon Lake

Amazing Upscale Home in Highly Sought After Canyon Lake!

3240 SqFt 4 Bed/4 Bath

Vaulted Ceilings, Neutral Carpet, Two Gorgeous Custom Stone Fireplaces! Cooks Kitchen w/Granite Countertops, Downstairs Ensuite with Kitchenette!

LISTING PRICE: \$388,900



STUNNING

1456 Elegante Ct., Corona

Beautiful Home Located In Highly Sought After "Bella Vista" Tract!

1471 SqFt 2 Bed/2.5 Bath

2 Oversize Bedrooms, Master Balcony w/Views. Cooks Kitchen With Classy Stone Counters & Rich Stained Wood Cabinets!

LISTING PRICE: \$410,000



SINGLE STORY

706 Carol Wy., Hemet

Precious Home Located on a Cul-De-Sac!

1500 SqFt 3 Bed/2 Bath

Master Shower Has Custom Stone, Freshly painted Cabinets Throughout! Cooks Kitchen with White Appliances, New Dishwasher!

LISTING PRICE: \$259,999



GORGEOUS

24848 Coldwater Canyon, Menifee

Gorgeous Single Story Home In Desirable "Audie Murphy Ranch".

2164 SqFt 3 Bed/2.5 Bath

3 Oversize Bedrooms, Master Has Spacious Walk-In Closet! Inviting Cooks Kitchen With Classy Granite & Backsplash!

LISTING PRICE: \$429,900

Homes Sold in Temecula Within the Last 30 Days

Information obtained from the MLS. Rancon may or may not have participated in the sale of these homes.

Address	List Price	Bd/Ba	Sqft	DOM	Address	List Price	Bd/Ba	Sqft	DOM
Camino Casillas	\$412,000	3/2	1300	23	Bolandra Ct	\$399,900	3/2	1582	24
Calle Segovia	\$425,000	3/2	1536	23	Calle Ballentine	\$419,777	3/2.5	1664	17
Heitz Ln	\$425,000	4/2.5	1688	10	Corte Positas	\$425,000	4/2	1950	20
Mimulus Wy	\$349,800	3/2	1077	29	Nantes Ct	\$495,000	4/2	2175	0
Calle Palmas	\$360,000	3/2	1477	11	Manzano Dr	\$1,339,000	5/5.5	4682	7
Rainbow Creek Dr	\$375,000	3/2.5	1383	6	Adam Ln	\$269,000	2/2	1101	1
Edenton Wy	\$423,000	3/2.5	1774	10	Winston Wy	\$355,000	2/2	1532	4
Lake Dr	\$442,000	3/2.5	1684	7	Tulley Ranch Rd	\$378,000	3/2	1315	3
Northgate	\$589,000	5/3.5	3468	7	Jaguar Wy	\$507,000	4/4	3130	8
Corte Algete	\$375,000	3/2	1130	7	Callesito Altar	\$650,000	5/3.5	3319	9
Loma Linda Rd	\$396,000	3/2.5	1755	22	Temecula Creek Rd	\$490,000	4/3	2823	4



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