

Strategic Marketing for Your Property



EXPERIENCE
KNOWLEDGE
RESULTS

Real Estate Services Proposal



Prepared Especially for:

Tracy Drumel

1971 Vermel Ave

Escondido, CA, 92029

For marketing the property located at:

1971 Vermel Ave

Prepared by:

Serina Tomlinson

Agent

First Team Real Estate

44025 Margarita Road, Suite 100

Temecula, CA 92592



Office: 951-676-5736

Cell Phone: 951-805-1115

Email: serinamyrealtor@gmail.com

Website: tomlinsonsgroupprealestate.com



Date: March 16, 2023



F1RSTTEAM[®]
REAL ESTATE

March 16, 2023

Tracy Drumel
1971 Vermel Ave
Escondido, CA, 92029

Dear Tracy:

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 First Team 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 First Team Real Estate will confirm that I am best qualified to market your home.

Sincerely,

Serina Tomlinson
Agent, REALTOR®

F1RSTTEAM®
REAL ESTATE

MEET OUR PROFESSIONAL REAL ESTATE TEAM



Serina Tomlinson

Lic # 01152416

I have been a Real Estate Agent in the Temecula & Murrieta area for 30 years. My philosophy is to make each & every client a top priority by providing them with outstanding personalized service.



Eric Tomlinson

Lic # 01428634

I specialize in working with first time home buyers. Many of my clients are Marine Corps families who are looking for a great investment as well as the perfect place to raise their families.



Jan Tomlinson

Lic # 01249315

Specializes in: Corporate Relocation, Military Relocation, The Special Needs of the Senior Community, First Time Home Buyers, Residential Listings, Helping Families to find the perfect home.



Susan McRae-Ferris

Loan Originator
Cross Country Mortgage



Steve Tempel

Mortgage Advisor
Vintage Mortgage Professionals



Jan Duran

VP of Sales
Corinthian Title Company



Amanda Brock

Home Warranty Specialist
First American Home Warranty



Wine Country Escrow
Temecula, CA



Irene Bautista
Web Design &
Webmaster Services



**Brittany Short
& Julie Byrnes**
Tomlinson Group
Assistants



**Sue Henry &
Monique Blaschak**
Transaction Coordinators
First Team Real Estate

The Tomlinson Group



About Our Team

Our team specializes in Southwest Riverside County and San Diego County. We pride ourselves on customer service. With over 2200 homes sold and 31 years in real estate. We know how to get the job done. Let us help you find or sell your home today!

Affiliations:

CAR - California Association of Realtors

CRMLS - California Regional Multiple Listing Service, Inc

SANDICOR - San Diego's Regional Multiple Listing Service

SRCAR - Southwest Riverside County Association of Realtors

Awards

Presidents Club: 2011 through 2022

Platinum Club: 2010 through 2022

Most Transactions: 2011 through 2022

Top Sales of the Year: 2011 through 2022

Homes Sold 2018 - 2021

2018 - 95 Homes Sold and Closed

2019 - 86 Homes Sold and Closed

2020 - 81 Homes Sold and Closed

2021 - 102 Homes Sold and Closed

Homes Sold 2022 - 2023

2022 - 59 Homes Sold and Closed

2023 - 13 Homes Sold and Closed to Date

What People Are Saying...

Being a first time home buyer, Serina walked me through all the steps of the process while building rapport and trust easily. I was able to get a home in this competitive market after only two offers and it's all thanks to her hard work! The seller's agents even complimented her professionalism and go getter attitude!

-Anna Zhou (Buyer, June 2022)

From the first time I meet Serina she has been so warm and friendly. Trustworthy in her knowledge and care in the whole process. I meet her through a dear friend of ours and I trusted her in helping me find my forever home. Relocating was very hard for me as I was an OC girl my whole life. This process took some time because of Covid and waiting to get out of a lease. So much uncertainty, but Serina always was reassuring me and staying connected. She always took the time to be available and showing me around the areas that are up and coming. She saw my desires and keep me up to date with ever listing throughout my journey. Such a crazy market and changing so fast! I decided for me a Condo that I bought brand new in Menifee, an area that is new and growing too. This location is close enough to OC in all directions. My decision was hard, but Serina knows this area so well and reassured me. I love how close I am to Temecula! I am so happy I was able to buy a home for myself and I couldn't feel more confident without having Serina by my side. Thanks girl you're the Best!!! Luv ya!

-Tracy Mills (Buyer, June 2022)

Serina is the most efficient and professional realtor. She has been my realtor for the last 15 years. I have bought and sold homes through her. She is the best and her clients are her top priority. I would recommend her always.

-Stephanie Miller (Seller, June 2022)

Serina was our realtor for the home we recently purchased. She was extremely knowledgeable, open, transparent, and reliable through the buying process. She negotiated and helped us to obtain the perfect home meeting our criteria. Her attention to detail and follow through made everything go smoothly. I would highly recommend her to anyone looking to purchase a home. She made us feel like family!

- Kelly Newcomb (Buyer, June 2022)

Serina is absolutely amazing and will take care of you every step of the way. I have worked with her and her team many times and they never disappoint. If you're on the fence, this is your sign, you will be glad you went with her trust me! 100% will work with her again!

-Tony Espinoza (Seller, May 2022)



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

What People Are Saying...

I cannot recommend Serina and Tomlinson Group Real Estate highly enough, they deserve all the stars in the sky! My family had some pretty specific needs and we assumed the best we could hope for was a house that was "fine". Serina worked MAGIC and found our dream home. She gently guided us with support and wisdom, she gave perspective but never ever pushed, and she listened and responded with incredible patience. She is such a lovely human that I am certain one of the reasons we got the winning bid was the listing agent's response to her. Each connection she made for us has made our job easier. I felt so safe and taken care of and our whole family got what we were looking for. You shouldn't ever feel that you have to settle for a home, don't settle for any other realtor. Go with Serina. Start at the top.
- Kim Rhodes (Buyer, May 2022)

Serina did an amazing job selling our property. She knows the industry and market like no other. Serina had advised us to make a some improvements to the property which we didn't want to do. However, as soon as we did the improvements, the offers came in. I wish I would have listened to her recommendation in the very beginning! - Monette Stevens (Seller, April 2022)
Serina, I just wanted to send a special thank you for all your hard work, suggestions and help selling my home. Your knowledge of the industry and hand on the pulse of the market allowed me to obtain the maximum value for it. From day one your enthusiasm, effort and direction made preparing and selling this house go extremely smooth and eased what is usually a very stressful undertaking. Your positive attitude and energy was a pleasure to work with and be around while keeping me informed every step of the way. Thank you once again and I look forward to working with you in the near future.
- Adam Bergmann (Seller, April 2021)

Serena is amazing! She always goes above and beyond. She has years of experience and is so knowledgeable. She took the time explain and educate us on the process of selling our home. She kept us update with details every step of the way. Her energy and personality is contagious. She shows the utmost professionalism at all times. We were so happy to have her representing us in the sale of home!
- Laurie Reeves (Seller, March 2022)

Serina Ortiz-Tomlinson is an amazing real estate agent. She goes above and beyond to get her client(s) what they are looking for, whether you're buying or selling. In this case my wife and I were selling. She provided us with great detail of the current market in the area so that we were prepared with what to list at and what to expect. She pours a lot of time in with her client(s) giving them comfort throughout the process. She is strong and professional in her approach with other agents. I believe her efforts played a big role in getting us what we desired and more from our sale. We are very thankful for all her work. Of course in the future we suggest to those reading this (and all the other truthful reviews) choose Serina as their number one choice for real estate agent. She will more than meet your expectations!
- Glenn (Seller, March 2022)



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

What People Are Saying...

Her knowledge of the industry, her guidance in helping us prepare for the sale and her commitment to selling the house for the maximum market price was invaluable. Because of her extra efforts, keeping in touch with us with phone calls and text messages throughout the process, she made the daunting task of selling our home, easy and less stressful. Serina's positive attitude, professionalism and dedication got us well over asking price and a buyer that was qualified and motivated to buy our home. Serina and her team are not typical real estate agents, they truly want to help people. If it's selling for the best price, or finding the right home for their clients, Serina and her team will find the best fit for all parties involved.

Serina is the Best! - Suzanne Palmer (Seller, January 2022)

Serina was AMAZING, she sold my house quickly and for the highest price possible. She works hard for her clients and gets amazing results.

- Kristin Blasic (Seller, December 2021)

We have purchased two homes with Serina and she has always been responsive and professional. She strives to understand what we are looking for and custom tailors the home search to meet our unique criteria. Her strongest attribute is her ability to expediently move on home offers and ensure all parties are working together to close escrow on time. I would recommend Serina to anyone searching for a home in the SW Riverside area.

- Jase Warner (Buyer, December 2021)

Serena is an expert in Real estate, she knows the business well and is really dedicated to her clients. She conducts business in a professional manner and was always there to answer any questions I had. She made the process of buying a home a good experience. I trust her and would highly recommend her as an agent.

- Daniel Loera (Buyer, December 2021)

It was a wonderful experience working with Serina. Thank you for all your efforts to getting us the house we dreamed of. You made the process easy for us and made sure we were informed every step of the way. - Jamie Cornejo (Buyer, December 2021)



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

FIRSTTEAM®
REAL ESTATE

2017 Closed Home Transactions to Date

The Tomlinson Group - Serina, Eric & Jan



TOTAL: \$ 28,432,750.00

- | | |
|----------------------------------|-------------------------------------|
| 1. Sprucewood Ln,
Murrieta | 34. Calle De Companero,
Murrieta |
| 2. Silver Bullet Wy,
Murrieta | 35. Shoal Creek, Murrieta |
| 3. Shoshone Dr, Murrieta | 36. Via Malagas, Murrieta |
| 4. Vista Del Mar, Temecula | 37. Stonecreek Ct., Menifee |
| 5. Sherry Lane, Murrieta | 38. Troyes Ln., Murrieta |
| 6. Beechwood, Lk Elsinore | 39. Iron Bark Ct., Temecula |
| 7. Millbrook Wy, Murrieta | 40. Sage Rd., Hemet |
| 8. El Diamante, Wildomar | 41. Mendocino Ct, Temecula |
| 9. Bonita Mesa, Temecula | 42. Dartmouth St., Hemet |
| 10. Old Cypress Dr, Murrieta | 43. Jon William, Temecula |
| 11. Wagon Wheel, Murrieta | 44. S.Gen.Kearny,
Temecula |
| 12. Flwr Basket, Winchester | 45. Corte Salinas, Temecula |
| 13. (L) Leigh Ln, Temecula | 46. Chelsea Way, Murrieta |
| 14. (S) Leigh Ln, Temecula | 47. Calle Escadera,
Temecula |
| 15. Newcastle Rd., Murrieta | 48. Meadow Park, Wildomar |
| 16. Bexfield Ct., Riverside | 49. Dorval Ct., Menifee |
| 17. Corte Sombrero,
Murrieta | 50. Britton Cir., Temecula |
| 18. Lncshire Cmn, Temecula | 51. Chloe Ct., Wildomar |
| 19. Corte Veranos,
Temecula | 52. Erica Ave., Murrieta |
| 20. Via Francisco, Murrieta | 53. (L) Southern Cross,
Temecula |
| 21. Destiny Dr., Murrieta | 54. (S) Southern Cross,
Temecula |
| 22. Almondwood, Menifee | 55. Elizabeth Ln., Wildomar |
| 23. Gardenside, Menifee | 56. Galileo Ln., Murrieta |
| 24. Via Del Trnjo, Temecula | 57. Corte Davila, Temecula |
| 25. Douglass Union,
Murrieta | 58. Glacier Cir., Winchester |
| 26. Terraza Portico,
Carlsbad | 59. Dianne Ln., Corona |
| 27. Sunridge Ct, Menifee | 60. CorteVeranos, Temecula |
| 28. Newcastle Rd., Murrieta | 61. Eridanus Dr., Menifee |
| 29. Walker Pt. Ln, Menifee | 62. Pechanga Dr., Temecula |
| 30. Empresa Cir, Murrieta | 63. Calle Nacido, Temecula |
| 31. Boston Dr., Sun City | 64. Sillwater Dr., Menifee |
| 32. Viridian St, Murrieta | 65. McCormickCt., Wildomar |
| 33. Via Sonrisa, Murrieta | |



2018 Closed Home Transactions to Date

The Tomlinson Group - Serina, Eric & Jan



- | | | |
|------------------------------------|--------------------------------------|--------------------------------------|
| 1. Larchwood St., Menifee | 34. Interlechen Dr., Menifee | 65. W San Marcos Blvd,
San Marcos |
| 2. Dolce St., Temecula | 35. Galatina, Temecula | 66. Apache Hill, Menifee |
| 3. Centerstone Cir.,
Temecula | 36. Oakhaven Ln, Menifee | 67. Simpson Rd., Hemet |
| 4. Remora St., Temecula | 37. Brillante Dr., Wildomar | 68. Tierra Shores Ln,
Menifee |
| 5. Emerson Way,
Temecula | 38. Madeira Ln., Murrieta | 69. Willow Run Rd.,
Temecula |
| 6. Del Pizzoli, Lk Elsinore | 39. Madeira Ln., Murrieta | 70. Willow Run Rd.,
Temecula |
| 7. Del Pizzoli, Lk Elsinore | 40. Corte Carmona,
Temecula | 71. Clubhouse Dr, Temecula |
| 8. Golden Pheasant,
Murrieta | 41. Tranquila Ave., Murrieta | 72. Hupa Dr., Temecula |
| 9. Isabella Cir., Lk Elsinore | 42. Boulder Crest, Menifee | 73. W Fern Ave., Redlands |
| 10. Colmar Ln, Murrieta | 43. Via Del Toronjo,
Temecula | 74. Pleasant Ln., Wildomar |
| 11. Calle Gregorio, Menifee | 44. Paseo Goleta, Temecula | 75. Bedford Ave., Hemet |
| 12. Calle San Vicente,
Murrieta | 45. Mt. Ashland, Murrieta | 76. Fordham Dr., Menifee |
| 13. Twilight Hill, Menifee | 46. Balboa Ct., Menifee | 77. Calle Los Padres,
Temecula |
| 14. Greyhawk Rd., Wildomar | 47. Calle Tampico,
Cathedral City | 78. Milano Ave., Norwalk |
| 15. Portal Dr., San Jacinto | 48. Silver Fox Ct, Murrieta | 79. Milano Ave., Norwalk |
| 16. Harrow Hill, Wildomar | 49. Masters Dr., Murrieta | 80. Foxfire Ln., Fallbrook |
| 17. Harrow Hill, Wildomar | 50. Charles St., Wildomar | 81. Luz Del Sol, Temecula |
| 18. Fille Dr., Winchester | 51. Georgetown Ln,
Temecula | 82. Portarosa St.,
Winchester |
| 19. Montero Ct., Hemet | 52. Stepping Stone, Menifee | 83. Mercy Ct., Hemet |
| 20. Hidden Trl, Winchester | 53. Saint Kitts, Murrieta | 84. Tranquila Ave, Murrieta |
| 21. S Buena Vista, Hemet | 54. Warm Sands Dr.,
Menifee | 85. Heliotrope Ln, Wildomar |
| 22. S Buena Vista, Hemet | 55. Sainte Foy, Murrieta | 86. Heliotrope Ln, Wildomar |
| 23. Davidson St, Murrieta | 56. Limecrest Pl., Murrieta | 87. Felicia Ave., Sun City |
| 24. Davidson St, Murrieta | 57. De Portola, Temecula | 88. OldGroveCt, Winchester |
| 25. Marion Ave, Hemet | 58. Vista Montana,
Temecula | 89. Pinehurst Ct. Fallbrook |
| 26. Dawnridge Ct., Menifee | 59. Pelican Bay, Murrieta | 90. Calle De Lobo, Murrieta |
| 27. Star Track Wy, Fallbrook | 60. Bradshaw Dr., Menifee | 91. Beech Tree St., Hemet |
| 28. Senna Ct., Temecula | 61. Bradshaw Dr., Menifee | 92. Stonecrop Ct., Murrieta |
| 29. Plantana Dr., La Mirada | 62. Hilldale Ln., Lk Elsinore | 93. Center Stone, Temecula |
| 30. Calle De La Paz,
Murrieta | 63. Corte Calanda,
Temecula | 94. Corral Canyon, Bonita |
| 31. Portica Ct., Wildomar | 64. Cuyamaca College Dr,
El Cajon | 95. Calle De Lobo, Murrieta |
| 32. Augusta Ct., San
Jacinto | | |
| 33. Augusta Ct., San
Jacinto | | |

TOTAL: \$42,717,012.50



2019 Closed Home Transactions to Date

The Tomlinson Group - Serina, Eric & Jan



- | | | |
|----------------------------------|----------------------------------|---------------------------------|
| 1. Paseo Goleta, Temecula | 33. Royal Oaks Dr,
Temecula | 69. Via Galletas, Murrieta |
| 2. Thelborn St., West
Covina | 34. Castinette Way, Murrieta | 70. Via Galletas, Murrieta |
| 3. Citrus View, Hemet | 35. Hacienda Dr., Murrieta | 71. Cherry St., Wildomar |
| 4. Alcott Union Dr.,
Murrieta | 36. Monticello Way, Murrieta | 72. View Ridge, Menifee |
| 5. Brentwood Way, Hemet | 37. Rainbow Hts., Fallbrook | 73. Lake Pointe Dr, Menifee |
| 6. Starring Lane, Menifee | 38. Bocaw Cir., Temecula | 74. Saddlecrest St, Menifee |
| 7. Soothing Ct., Corona | 39. Cypress Pt. Dr., Murrieta | 75. Larchwood St, Menifee |
| 8. Ave Sombra, Murrieta | 40. Vallejo Ave., Temecula | 76. Keane Ct, Wildomar |
| 9. Ave Sombra, Murrieta | 41. Prestwick Rd., Menifee | 77. Grissom St, San Diego |
| 10. Appaloosa Ct, Cyn Lake | 42. Cameron Ln., Wildomar | 78. Mary Pl, Murrieta |
| 11. Warm Sands Dr.,
Menifee | 43. Breitner Way,
Winchester | 79. Via El Greco, Tem. |
| 12. Via Serrano, Murrieta | 44. Buttonbush Ct., Murrieta | 80. Via El Greco, Tem. |
| 13. Via Serrano, Murrieta | 45. Froude Way, Hemet | 81. Roxbury Dr, Hemet |
| 14. N. Palm Ave., San
Jacinto | 46. Wandering Ln., Murrieta | 82. Lore Heights St, Hemet |
| 15. Carol Way, Hemet | 47. Via Del Rio, Lake Forest | 83. Corte Tolosa, Temecula |
| 16. Whitedove Ln., Murrieta | 48. Elizabeth Ln., Murrieta | 84. Bordeaux, Rancho
Mirage |
| 17. Elegante Ct., Corona | 49. Ave Castilla, Murrieta | 85. Raymer Rd., Hemet |
| 18. Sweepstakes Ln,
Aguanga | 50. Ave Castilla, Murrieta | 86. Corte Sombrero,
Murrieta |
| 19. Rolling Meadow,
Menifee | 51. Castle Ln., Murrieta | |
| 20. Bexfield Ct., Riverside | 52. Bermuda St., Winchester | |
| 21. Cupeno Ln., Temecula | 53. Corte Padraera,
Temecula | |
| 22. Reidel St., Temecula | 54. Paseo Peonia, Murrieta | |
| 23. Reidel St., Temecula | 55. E. Lake Ct., Menifee | |
| 24. Poets Sq., Fallbrook | 56. Summer Ridge, Murrieta | |
| 25. Moonflower Ln., Murrieta | 57. Panorama Hills, Menifee | |
| 26. Lakes Landing, Menifee | 58. Brandywine Dr., Menifee | |
| 27. Lakes Landing, Menifee | 59. Chesterfield Ln.
Wildomar | |
| 28. Champions Dr., Menifee | 60. Kim Ct., Murrieta | |
| 29. Indigo Pl., Temecula | 61. Avenida Arconte, Mur. | |
| 30. Avenida Malaga,
Anaheim | 62. Avenida Arconte, Mur. | |
| 31. Agean Ct., Murrieta | 63. Avenida Bonita, Murrieta | |
| 32. Turtle Pond Ln., Murrieta | 64. Isherwood St., Murrieta | |
| | 65. Via Play Del Rey, Mur. | |
| | 66. Corte Sanchez, Tem. | |
| | 67. Corte Sanchez, Tem. | |
| | 68. Almond Cir., Murrieta | |

TOTAL: \$40,853,991.00



2020 Closed Home Transactions to Date

The Tomlinson Group - Serina, Eric, & Jan



- | | | |
|------------------------------------|------------------------------------|--------------------------------|
| 1. Twin Willow Rd, Murrieta | 37. Java Hills Dr, Fallbrook | 75. Corte Padrera, Temecula |
| 2. Georgia St, San Diego | 38. Harlequin Ct, Menifee | 76. Abelia Street, Murrieta |
| 3. Georgia St, San Diego | 39. Gum Tree Ln, Fallbrook | 77. Dartmouth Street, Hemet |
| 4. Crimson Pillar, Lk Elsinore | 40. Via Marsala, Menifee | 78. Los Colinas, Circle Corona |
| 5. Avenida Musico, Murrieta | 41. Perigord Rd, Winchester | 79. Peach Street, Perris |
| 6. Emerald Glen, Escondido | 42. Womack Ln, Fallbrook | 80. Tuolumne Ct., Temecula |
| 7. Coral Rock, Wildomar | 43. E Frances St, Corona | 81. Cresthaven St #2, Murrieta |
| 8. San Quintin, Menifee | 44. Calle Medusa, Temecula | |
| 9. Moon Star Cir, Menifee | 45. Corte Padrera, Temecula | |
| 10. Kapalua Way, Temecula | 46. Verde Mare Dr, Winchester | |
| 11. Benwood Ct, Temecula | 47. Verde Mare Dr, Winchester | |
| 12. Benwood Ct, Temecula | 48. Wagon Trail, Fallbrook | |
| 13. Via Las Palmas, Murrieta | 49. Wagon Trail, Fallbrook | |
| 14. Wagon Trail Ln, Menifee | 50. US Highway 371, Aguanga | |
| 15. Ridge Oak Rd, Wildomar | 51. Green Bean Ln, Wildomar | |
| 16. Veronda Pl, Temecula | 52. Cask Ln, Temecula | |
| 17. Cherrybranch, Murrieta | 53. Brookside Ct, Murrieta | |
| 18. Grand Oaks Ct, Murrieta | 54. Woodland Dr, Riverside | |
| 19. Rockledge Rd, Menifee | 55. Woodland Dr, Riverside | |
| 20. New Harmony Ct, Menifee | 56. Carlton Oaks St, Murrieta | |
| 21. Prestwick Rd, Menifee | 57. Linda Rosea Rd, Temecula | |
| 22. Calle Andalucia, Murrieta | 58. Fern Pine Way, Murrieta | |
| 23. Calle Andalucia LAND, Murrieta | 59. College Ave, Redlands | |
| 24. Tierra Robles Pl, Temecula | 60. Alta Mesa Ct, Temecula | |
| 25. Rosedust Glen Dr, San Diego | 61. Athel Way #37, Temecula | |
| 26. Narciso Ct, Murrieta | 62. Isabella Cir, Lake Elsinore | |
| 27. Narciso Ct, Murrieta | 63. Karen Pl, Murrieta | |
| 28. Corte Santa Catalina, Temecula | 64. Calle Carabana, Temecula | |
| 29. Spindle Tree St, Winchester | 65. Avenida Miguel Oeste, Murrieta | |
| 30. Harvest Dr, Murrieta | 66. Novara Court, Temecula | |
| 31. Brentstone Way, Murrieta | 67. Mount Lassen, Murrieta | |
| 32. Brown Galloway Ln, Fallbrook | 68. Corte Padrera, Temecula | |
| 33. Pachea Trail, Hemet | 69. Peregrine Place, Murrieta | |
| 34. Torn Ranch, Lake Elsinore | 70. Lily Ave, Murrieta | |
| 35. Senna Dr., Wildomar | 71. Tinderbox, Murrieta | |
| 36. Foxfire Ln, Fallbrook | 72. Five Tribes Trail | |
| | 73. Lassen, Canyon Lake | |
| | 74. Corte Padrera, Temecula | |

TOTAL: \$ 44,309,155.00



2021 Closed Home Transactions to Date

The Tomlinson Group - Serina, Eric, & Jan



- | | | |
|---|--------------------------------------|----------------------------------|
| 1. Newport Ave, Long Beach | 39. Riparian Rd, Poway | 76. Corte Carmona, Temecula |
| 2. Corydon St, Wildomar | 40. N El Camino Real #68, Oceanside | 77. Thornbush Dr, Hemet |
| 3. Weatherly Ct, Wildomar | 41. Lilac Sky Ln, Murrieta | 78. Bishop Rd, Murrieta |
| 4. S Cawston Ave, Hemet | 42. Quail Dr, Lake Elsinore | 79. Haute Ct, Winchester |
| 5. Angel Falls Dr, Lake Elsinore | 43. Quail Dr, Lake Elsinore | 80. Cameron Ln, Wildomar |
| 6. Angel Falls Dr, Lake Elsinore | 44. Dale Mesa, Calimesa | 81. Daisy Ln, Murrieta |
| 7. Chantecler Rd, Winchester | 45. Oakford Ct, Temecula | 82. Teton Ln, Winchester |
| 8. Camino De Jugador, Murrieta | 46. Callaway Ct, Palm Desert | 83. Callesito Altar, Temecula |
| 9. Plumas Dr, Lake Elsinore | 47. Callaway Ct, Palm Desert | 84. Derby Dr, Murrieta |
| 10. Stargazer, Menifee | 48. Cobblestone Cir, Murrieta | 85. Corte Argento, Temecula |
| 11. Mount Sterling Ct, Rancho Cucamonga | 49. Joshua Tree Ct, Murrieta | 86. Mountain Glen Dr, Menifee |
| 12. Pompei Ln, Winchester | 50. Calle Medusa, Temecula | 87. Parma St, Riverside |
| 13. Laguna Rd, Wildomar | 51. Palomar Dr, Hemet | 88. Garcia Way, Temecula |
| 14. Augusta Dr, Valley Center | 52. Fair Oaks Lane, Menifee | 89. Corte Aztec, Murrieta |
| 15. Faber Ct, Temecula | 53. Corte Padraera, Temecula | 90. Corte Aztec, Murrieta |
| 16. Whembly Circle, Menifee | 54. Perry Rd, Murrieta | 91. Mountain Breeze Dr, Murrieta |
| 17. Nighthawk Pass, Temecula | 55. Shorecliff Cir, Menifee | 92. Roseate Cir, Menifee |
| 18. Linda Rosea Rd, Temecula | 56. Wandering Ln, Murrieta | 93. Vitner Ct, Winchester |
| 19. Corte Padraera, Temecula | 57. Wandering Ln, Murrieta | 94. Abelia St, Murrieta |
| 20. Bristol Rd, Temecula | 58. McVicar St, Wildomar | 95. Murrieta Rd, Menifee |
| 21. Big Sage Ct, Temecula | 59. Radiant Dr, Temecula | 96. Calle Barcaldo, Temecula |
| 22. Myron St, Perris | 60. Guilford Ave, Whittier | 97. Spring Branch Ct, Murrieta |
| 23. Quiet Trail Dr, Winchester | 61. Coral Dr, Jurupa Valley | 98. Camino Aguacero, Indio |
| 24. Rosewell Ct, Temecula | 62. Alpine Union St Unit C, Murrieta | 99. Pablo Apiz Way, Murrieta |
| 25. Delmonte St, Temecula | 63. Jan Steen Ct, Winchester | 100. Blackstone Circle, Wildomar |
| 26. Delmonte St, Temecula | 64. Fille Dr, Winchester | 101. Miracle Dr, San Jacinto |
| 27. Calle Langerica, Temecula | 65. Rocky Summit Dr, Perris | 102. Britton Cir, Temecula |
| 28. Calle Langerica, Temecula | 66. Desert View Ct, Menifee | |
| 29. Shoal Creek Dr, Murrieta | 67. Heyerdahl Ave, Murrieta | |
| 30. Corte Sabrinias, Temecula | 68. Camino Aguacero, Indio | |
| 31. Pine St, Murrieta | 69. Navut Ave, Wildomar | |
| 32. Zinnia Ln, Murrieta | 70. Shasta Way, Beaumont | |
| 33. Jared Ln, Hemet | 71. Avenue C, Perris | |
| 34. Via Norte Vista, Murrieta | 72. Tucana Pl, Murrieta | |
| 35. Calle Banuelos, Temecula | 73. Rosedust Glen Dr, San Diego | |
| 36. Hyacinth Ct, Lake Elsinore | 74. Primrose Ave, Temecula | |
| 37. Willowbrook Ct, Murrieta | 75. Viscaria Ct, Winchester | |
| 38. Bluebell St, Menifee | | |

TOTAL: \$63,710,671.00



2022 Closed Home Transactions to Date

The Tomlinson Group - Serina, Eric, & Jan



- | | |
|--|--|
| 1. Del Rey Rd, Temecula | 36. Meadow Walk St #2, Murrieta |
| 2. Shadel Rd, Menifee | 37. Ollie Way, Hemet |
| 3. La Paz Rd, Temecula | 38. Avenida Sombra, Murrieta |
| 4. Via Astuto, Murrieta | 39. Cala Sandor, Temecula |
| 5. Union Hill Dr, Menifee | 40. Cala Sandor, Temecula |
| 6. Vera Cruz, Corona | 41. Rosewood Cir, Temecula |
| 7. Via Serrano, Murrieta | 42. Caliente Springs Ave,
Murrieta |
| 8. Via Serrano, Murrieta | 43. Crestline Dr, Menifee |
| 9. Hidden Trail, Winchester | 44. Seagull Way, Temecula |
| 10. Morella Circle, Murrieta | 45. Rio Prado Dr, Valencia |
| 11. Jane Place, Temecula | 46. Jan Steen Ct, Winchester |
| 12. Wandering Ln, Murrieta | 47. Jan Steen Ct, Winchester |
| 13. Birchwood Dr, Lake Elsinore | 48. Garber Ave, San Diego |
| 14. Frederick St, Wildomar | 49. Perigord Rd, Winchester |
| 15. Sycamore Creek Ave,
Murrieta | 50. Prairie Crossing Dr,
Winchester |
| 16. Sycamore Creek Ave,
Murrieta | 51. Milano Rd, Temecula |
| 17. Provincetown Way, Menifee | 52. Via Jalapa, Murrieta |
| 18. Capri Dr, Winchester | 53. Boulder Crest Way, Menifee |
| 19. Sulphur Springs Rd, Moreno
Valley | 54. Boulder Crest Way, Menifee |
| 20. Bristol Gate Ln, Menifee | 55. Dorn Dr, Crestline |
| 21. Snowfield St, Brea | 56. Calle Ciuita, Temecula |
| 22. 55th St, San Diego | 57. Narcissa Ct, Escondido |
| 23. New Harmony Ct, Menifee | 58. Mountain View Pl, Canyon
Lake |
| 24. Poets Sq, Fallbrook | 59. Portal Dr, San Jacinto |
| 25. Via Norte Vista, Murrieta | |
| 26. Ridgemoor Rd, Menifee | |
| 27. Ridgemoor Rd, Menifee | |
| 28. Corte Calanova, Murrieta | |
| 29. Eagle Ln, Hemet | |
| 30. Eagle Ln, Hemet | |
| 31. Arroyo Dr, Menifee | |
| 32. Sea Breeze Way, Menifee | |
| 33. Quiet Trail Dr, Winchester | |
| 34. Tulette Ln, Winchester | |
| 35. La Solana Dr, Fallbrook | |

TOTAL: \$37,487,490.00



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.



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

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.

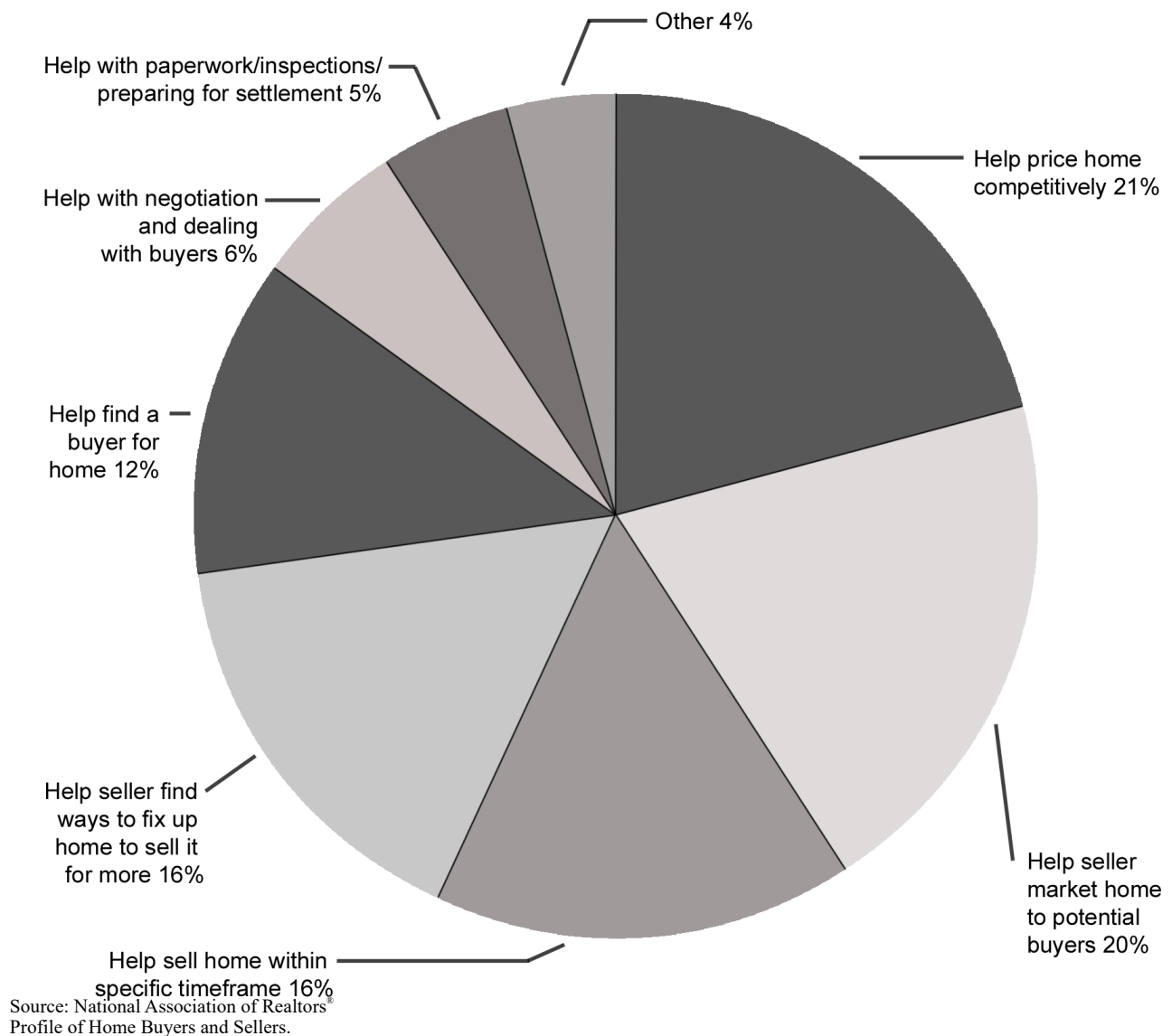


Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

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.

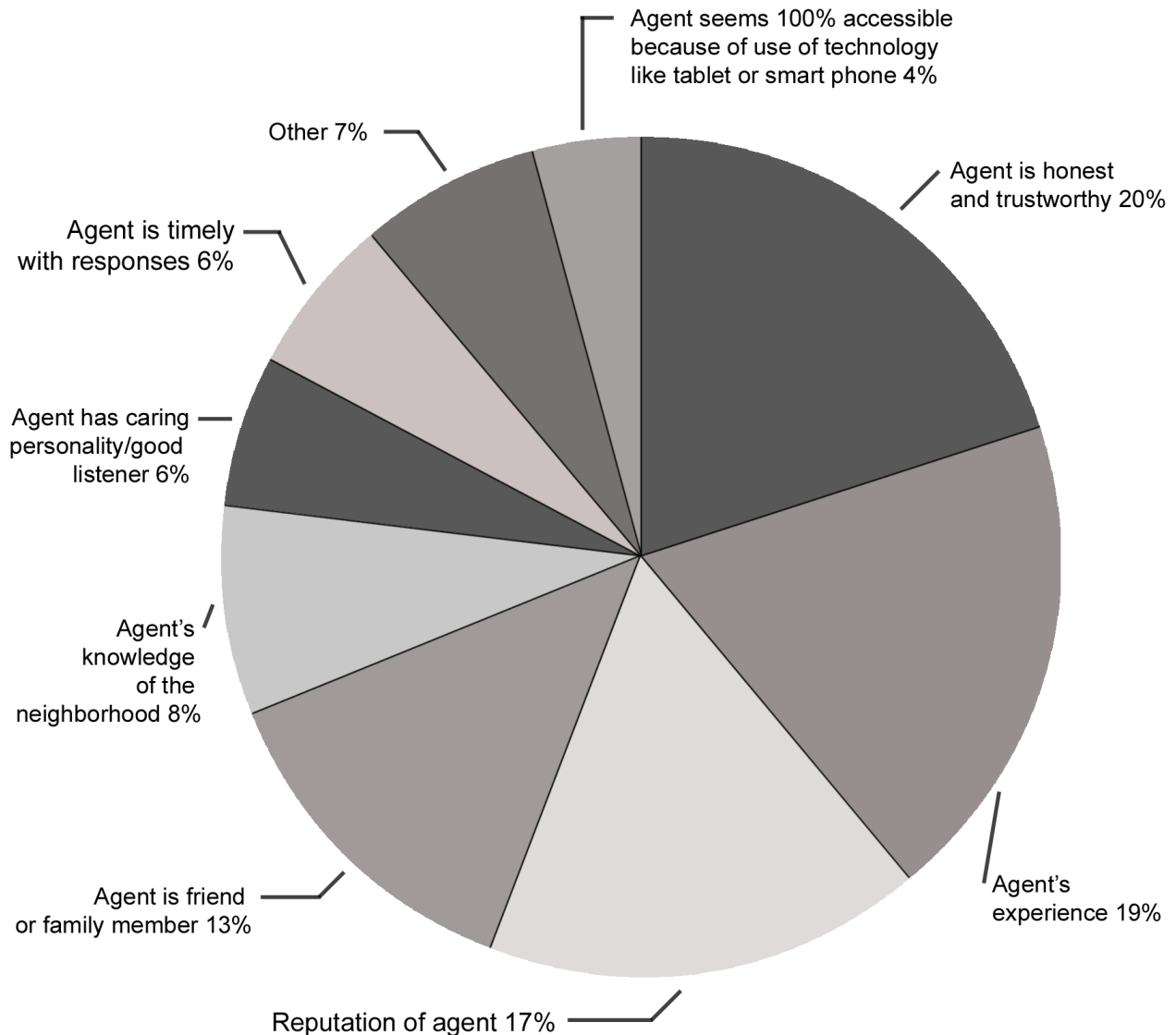


Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

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.

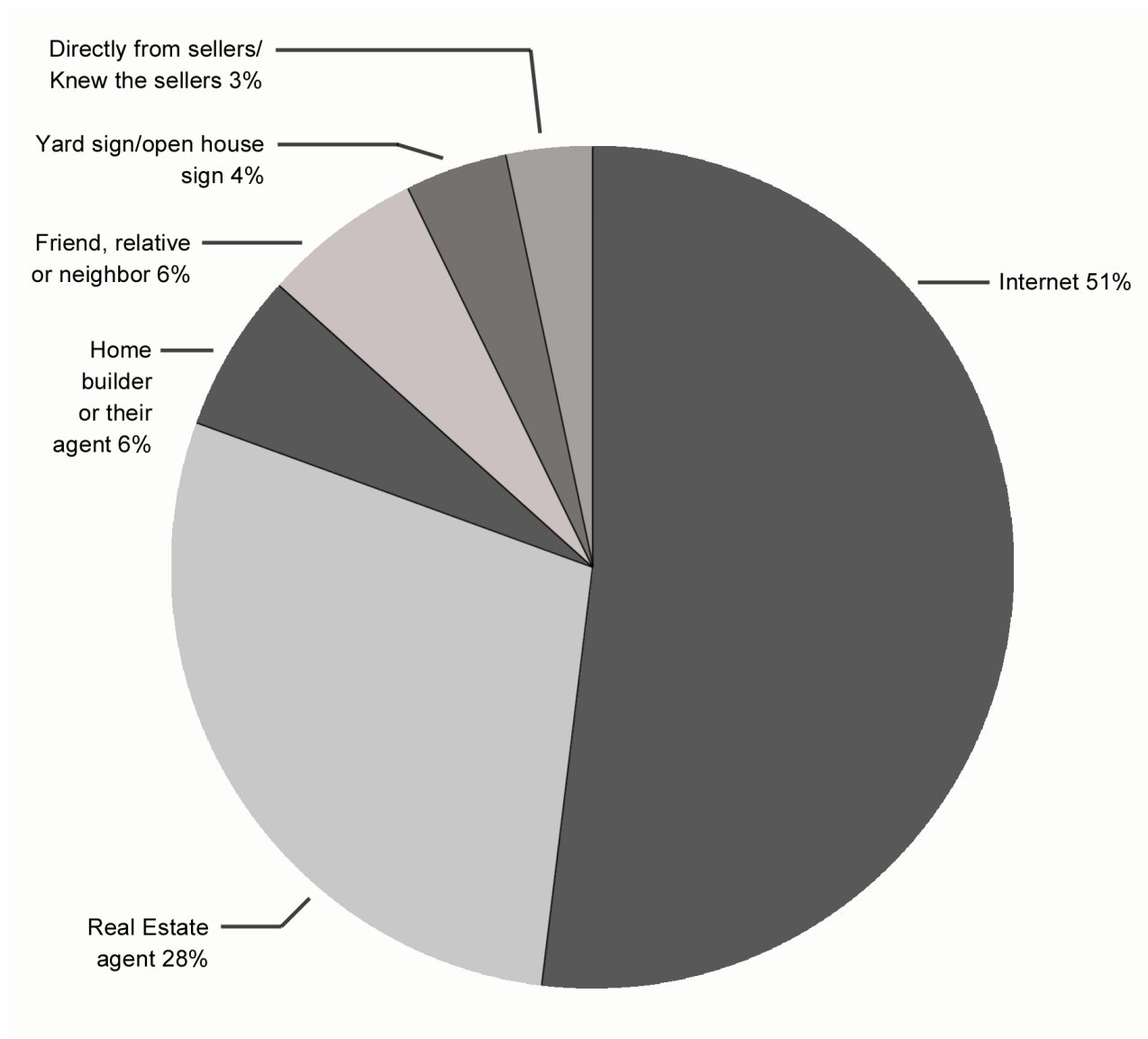


Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

How Buyers Found the Home They Purchased

Homebuyers may use several information sources in their search process, but they are most likely to find the home they actually purchase through a real estate sales professional.



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



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

Marketing Plan of Action

"We Make it Easy For You!"

We will continuously market your property to qualified buyers until it is SOLD!
We will achieve a timely sale, the best value with the fewest problems along the way.

First Week on the Market

- Enter listing into the MLS system
- Install highly visible Corcoran "For Sale" sign
- Install lock box
- Prepare property flyer/brochure
- Submit property listing with photos to select real estate websites

Second Week on the Market

- Schedule virtual tour
- Invite local Realtors to tour your home
- Prepare and place advertisements with select print and online media outlets

Third Week on the Market

- Submit open house announcement to the MLS, office sales meeting and multiple websites
- Prepare and distribute special open house flyer
- Hold open house

On-going

- Handle incoming calls and schedule showing appointments
- Update owner on showings
- Present all offers and recommend counter offer strategies
- Review price based on agent input and market conditions

ASAP

- Obtain an acceptable contract on your property!



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

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



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

The Importance of Intelligent Pricing

Determining the best asking price for a home can be one of the most challenging aspects of selling a home. It is also one of the most important. If your home is listed at a price that is above market value, you will miss out on prospective buyers who would otherwise be prime candidates to purchase your home. If you list at a price that is below market value, you will ultimately sell for a price that is not the optimum value for your home. As **Figure 1** illustrates, more buyers purchase their properties at market value than above market value. The percentage increases as the price falls even further below market value. Therefore, by pricing your property at market value, you expose it to a much greater percentage of prospective buyers. This increases your chances for a sale while ensuring a final sale price that properly reflects the market value of your home.

Another critical factor to keep in mind when pricing your home is timing. A property attracts the most attention, excitement and interest from the real estate community and potential buyers when it is first listed on the market (*see Figure 2*). Improper pricing at the initial listing misses out on this peak interest period and may result in your property languishing on the market. This may lead to a below market value sale price (*see Figure 3*), or, even worse, no sale at all. Therefore, your home has the highest chances for a fruitful sale when it is new on the market and the price is reasonably established.

We can give you up-to-date information on what is happening in the marketplace and the price, financing, terms, and condition of competing properties. These are key factors in getting your property sold at the best price, quickly and with minimum hassle.

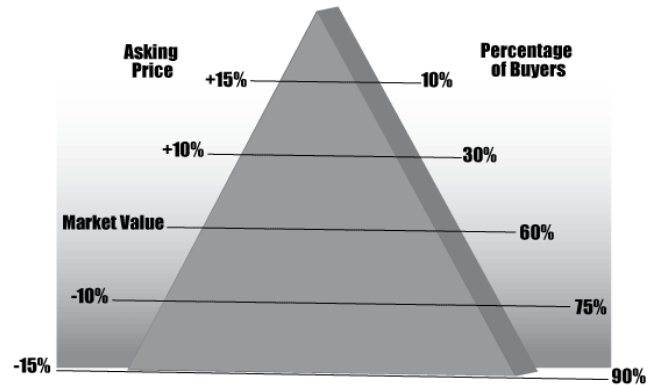


Figure 1 - Percentage of Buyers by Asking Price

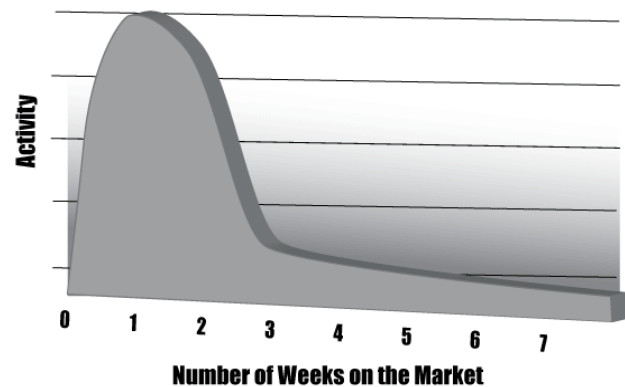


Figure 2 - Activity versus Timing

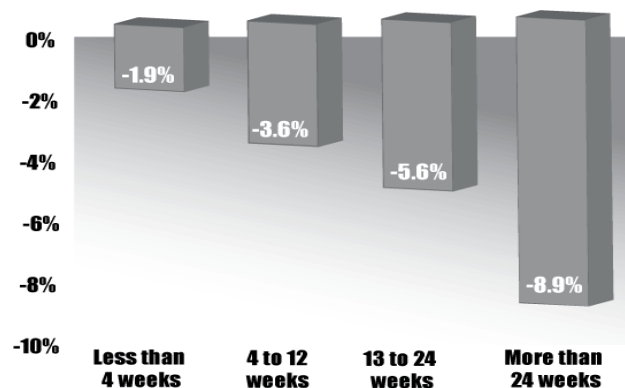


Figure 3 - The Effect of Overpricing



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

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!



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

Additional Real Estate Resources

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

Schools:

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

Demographic and Crime Information:

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



Weather:

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

Restaurants:

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

Walk Score:

www.walkscore.com



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

Comparative Market Analysis Summary

Currently On The Market

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Baths</u>	<u>Year</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
847 Monticello Drive	One	4	2	1961	1989		\$1,395,000
Average of 1 Properties: \$1,395,000 Min: \$1,395,000 Max: \$1,395,000 Median: \$1,395,000							

Under Contract

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Baths</u>	<u>Year</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
330 Cypress Crest	One	4	4	1966	2254		\$1,085,000
940 Luna Vista Dr	Multi/Split	5	4	1970	3956		\$1,069,000
Average of 2 Properties: \$1,077,000 Min: \$1,069,000 Max: \$1,085,000 Median: \$1,077,000							

Recently Sold

<u>Address</u>	<u>Levels</u>	<u>Beds</u>	<u>Baths</u>	<u>Year</u>	<u>Sqft</u>	<u>Sold Price</u>	<u>List Price</u>
1936 Bernardo Ave	One	5	2	1960	2162	\$865,000	\$899,000
387 San Roque Dr	Two	3	3	1967	2050	\$849,900	\$849,900
957 Montview Drive	Two	5	3	1968	2950	\$1,040,000	\$1,079,000
1014 Gamble Lane	One	4	3	1957	2315	\$1,122,000	\$1,125,000
1944 Vermel Ave.	One	4	3	1964	2405	\$970,000	\$949,000
1137 Destree Road	Two	3	3	1967	2900	\$1,100,000	\$999,000
371 San Roque Drive	One	4	4	1969	2720	\$1,275,000	\$1,239,000
1925 Rohn Road	One	3	2	1960	2468	\$850,000	\$845,000
1933 Lejos Dr	One	6	4	1960	3198	\$1,265,000	\$1,295,000
2438 Bernardo Avenue	One	3	2	1957	1900	\$1,000,000	\$1,100,000
1060 Hamilton Ln	One	3	3	1958	1210	\$905,000	\$875,000
Average of 11 Properties: \$1,021,990 Min: \$849,900 Max: \$1,275,000 Median: \$1,000,000							

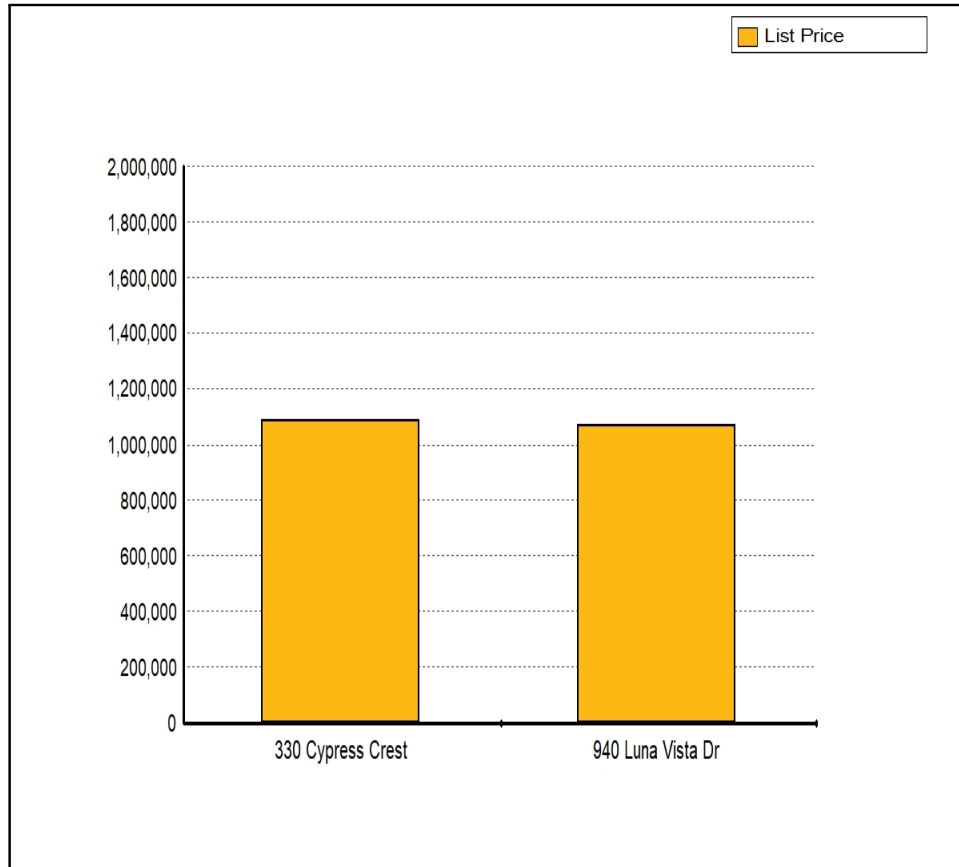


Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomkinsongrouprealestate.com

F1RSTTEAM®
 REAL ESTATE

Comparative Market Analysis Statistics

Graphic Analysis of Under Contract Properties



Summary Statistics of 2 Properties:

Average Price: \$1,077,000
High Price: \$1,085,000
Low Price: \$1,069,000
Median Price: \$1,077,000
Average \$ per SqFt: \$375.50
Average Year Built: 1968
Average Days On Market: 50



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE

Comparative Market Analysis Statistics

Graphic Analysis of Recently Sold Properties



Summary Statistics of 11 Properties:

Average Price: \$1,021,990
High Price: \$1,275,000
Low Price: \$849,900
Median Price: \$1,000,000
Average \$ per SqFt: \$447.09
Average Year Built: 1962
Average Sale Price % List Price: 99.88
Average Days On Market: 19



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongroupprealstate.com

F1RSTTEAM®
REAL ESTATE

11457 VALLEY OAK LN, CORONA 92883

Stunning 2 Story Home SERRANO RIDGE COMMUNITY



TOMLINSON
GROUP
Real Estate Professionals

FIRSTTEAM®
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Eric & Serina Tomlinson

ERIC (951) 970.6727 / **SERINA** (951) 805.1115

All information is deemed reliable but not verified by broker. LIC# 01152416 / 01428634

28960 BOULDER CREST WAY, MENIFEE 92584

Gorgeous Ranch Style Home NEWPORT HILLS II COMMUNITY



TOMLINSON
GROUP

Real Estate Professionals

FIRSTTEAM®
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Eric & Serina Tomlinson

ERIC (951) 970.6727 / **SERINA** (951) 805.1115

All information is deemed reliable but not verified by broker. LIC# 01152416 / 01428634

3445 SAINT AUSTELL WAY, PERRIS, CA 92571

Beautiful 2 Story Home

VILLAGE OF AVALON COMMUNITY



TOMLINSON
GROUP

Real Estate Professionals

FIRST TEAM®
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Eric & Serina Tomlinson

ERIC (951) 970.6727 / **SERINA** (951) 805.1115

All information is deemed reliable but not verified by broker. LIC# 01152416 / 01428634

30070 MILANO RD, TEMECULA 92591

Gorgeous 2-Story Home **PRIVATE CORNER LOT**



TOMLINSON
GROUP
Real Estate Professionals

FIRSTTEAM®
CHRISTIE'S
INTERNATIONAL REAL ESTATE

Eric & Serina Tomlinson

ERIC (951) 970.6727 / **SERINA** (951) 805.1115

All information is deemed reliable but not verified by broker. LIC# 01152416 / 01428634



Hello,

Thank you for taking the time to review the proposal for real estate services I have prepared especially for you. I hope the information included will confirm my qualifications to fulfill your real estate service needs. You will receive competent, professional service when you select me and First Team Real Estate to represent you. Many families in this area have benefited from our commitment to conclude transactions that realize maximum benefit in a reasonable amount of time.

I hope you choose to let me represent you in this important transaction and I look forward to making it a great experience from start to finish.

Sincerely,

Serina Tomlinson

"The Tomlinson Group"

First Team Real Estate

31 Years licensed Realtor

951-805-1115

License #01152416

serinamyrealtor@gmail.com



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

FIRST TEAM
REAL ESTATE

In Conclusion

**When you choose Serina Tomlinson
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 First Team Real Estate.

***List Your Home Now
with Serina Tomlinson!***



Serina Tomlinson
Office: 951-676-5736
Cell Phone: 951-805-1115
Email: serinamyrealtor@gmail.com
Website: tomlinsongrouprealestate.com

F1RSTTEAM®
REAL ESTATE