



WHAT IS YOUR SAN FRANCISCO HOME WORTH?

The sale of residential real estate in San Francisco is a sophisticated financial transaction involving a number of complex matters such as comparative market analysis, proper pricing, home preparation, comprehensive marketing, showing the property, contract negotiation and ratification, statutory disclosures of property condition and circumstances, due diligence, appraisal and financing as well as accompanying and subsequent liability management. Rapid appreciation, neighborhood developments, multiple offers, complex transactional documents, landlord-tenant laws as well as other factors specific for the city's housing stock make selling or buying a home in San Francisco a challenging task.

The assistance of a trusted local real estate agent who exhibits the utmost degree of care and professionalism is instrumental in meeting clients' high expectations and goals. Concluding a real estate deal may be a stressful exercise and to avoid unnecessary strain, it is important for the prospective seller to understand the underlying process and the key milestones of our collaboration. My approach is for us to act as a team with common goals. Based on your objectives, I will work hard to coordinate, manage and control every aspect of the process to ensure that your interests are best served.

The key milestones of our collaboration will include the following:

I. Initial Steps.

- a. Determining Needs, Priorities and Timeline. Property Information. Our initial appointment will start with establishing your needs, priorities, expectations and special requirements (if any) with respect to the sale of your home. In addition to publicly available data about your home (such as tax records), I will gather detailed information regarding its condition and circumstances via the walk-through inspection as well as your feedback.
- b. Comparative Market Analysis. Establishing a proper listing price is one of the most important decisions when selling your home. Selecting an agent who secures a listing by virtue of offering the higher price now will simply require successive price reductions later.

My objective is to help you sell your home for the highest price in the least amount of time. Following our initial appointment, I will prepare a comparative market analysis ("CMA") which is aimed at attempting to estimate your home's current fair market value and assist you in determining the listing price for your home. The CMA will assess:

- i. *Your home* in terms of its:
 - Location
 - Size
 - Amenities
 - Overall condition
 - Other pertinent features
- ii. *Market conditions* as evidenced by
 - Comparable past sales
 - Comparable pending sales

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- Competitive active listings
- Properties that did not sell
- Other pertinent market conditions and trends.

Neither sellers nor agents establish your home's market value. Fair market value is an amount which:

- a willing, qualified and reasonably knowledgeable buyer is willing to pay
- within a reasonable time period from contract ratification
- to a seller not under duress
- after the property has been adequately exposed to the market
- at a specific point in time

During our appointment, I will share my methodology with you regarding proper pricing of your home. Well-priced newly listed properties create a sense of urgency for the buyers and incentivize them to act promptly with strong, clean offers and help create a multiple offer situation which is beneficial to the seller. The closer you price to the market, the sooner your home sells and the higher net equity you gain both from the actual selling price and from not having to pay for and maintain your property.

- c. Marketing Plan Proposal. It is hard to overestimate the importance of a comprehensive marketing plan. Maximizing the exposure of your property to buyers suited for your property and their agents is vital for achieving the best possible terms and price. For detailed information on my Marketing Plan and related issues, please refer to the Marketing Plan section of this website (<http://sfbykate.com/images/pdf/marketing-plan.pdf>).
- d. Final Pre-Listing Steps. Estimated Costs and Proceeds Calculation. Formalizing the Relationship.

Among the final pre-listing steps leading to the listing of your home:

- i. Finalizing the timeline for preparing, marking and showing of your home;
- ii. Establishing a protocol for offer presentation, review and acceptance;
- iii. Determining your preferences for close of escrow
- iv. Preparing an estimate of the costs associated with the sale as well as your proceeds to provide you with a better understanding of the financial outcome to you;

Once these areas are addressed, we will execute an Agency Disclosure and Listing Contract.

The complete Listing Packet generally includes the following documents:

- ✓ Agency Relationship Disclosure;
- ✓ Disclosure & Consent for Broker Representing More than One Buyer or Seller
- ✓ Exclusive Authorization & Right to Sell / Residential Listing Agreement
- ✓ Seller's Authorization to Exclude a Listing from the SF Association of Realtors Multiple Listing Services (if applicable)
- ✓ Comparative Market Analysis Receipt
- ✓ Acknowledgement of Seller's Duty to Protect Personal Property

- ✓ Affiliated Business Disclosure Statement (if applicable)
- ✓ Market Conditions Advisory
- ✓ California Withholding Law Changes, Resident & Non-Resident Withholding Guidelines
- ✓ Real Estate Transfer Disclosure Statement
- ✓ Seller's Advisory Regarding Transfer Disclosure Statement
- ✓ Agent Visual Inspection Disclosure
- ✓ Seller's Supplement to the Real Estate Transfer Disclosure Statement
- ✓ Statewide Buyer and Seller Advisory
- ✓ California Guides to Environmental Hazards, Earthquake Safety, etc.
- ✓ Acknowledgement of receipt
- ✓ Residential Earthquake Hazard Report
- ✓ Water Heater and Smoke Detector Statement of Compliance
- ✓ Lead-Based Paint Disclosure
- ✓ SFAR General Information for Buyers and Sellers of Residential Real Property in the City and County of San Francisco
- ✓ Underground Storage Tank Disclosure
- ✓ Underground Storage Tank Inspection Request
- ✓ Application for Report of Residential Building Record (3R Report)
- ✓ Coldwell Banker Home Protection Plan (if applicable)
- ✓ Property ID Form
- ✓ Listing Information Sheet
- ✓ SFAR Water and Energy Conservation Disclosure
- ✓ General Information Statement and Acknowledgement of Receipt of Local Residential Energy and Water Conservation Ordinance Information Brochure

II. Listing, Property Preparation, Marketing and Showings.

Showing your home in the best light possible, accurate and complete disclosure package for the property as well as comprehensive marketing play a vital role in selling your home for the best price in the shortest amount of time.

The key steps in this phase are:

- a. Gathering the information on HOA dues, building management, condo or tenant information (if applicable); collecting the keys, alarm codes, etc.;
- b. Staging and/or Landscaping Consultation. According to the report by National Association of Realtors titled "2015 Profile of Home Staging" (<http://www.realtor.org/reports/2015-profile-of-home-staging>), among realtors typically representing the buyer, 49% reported that most buyers were affected by home staging. It was stated further that with staging, it was easier for buyers to visualize the property as a future home (81%), the value of the property was positively affected if the home was decorated to the buyer tastes (45%), and that buyers were more willing to overlook other property faults (28%). The most important rooms to be staged in order of preference were: living room, kitchen, master bedroom,

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dining room, bathroom, children's bedroom, and guest bedroom. 37% of sellers' agents believed that staging a home increases its value by 1% to 5% and 32% of sellers' agents – by 6% to 10%.

I will arrange for a reputable staging and landscaping consultant to provide you with a complimentary consultation. Following the consultation (if applicable), we will develop a "To Do" list to ensure that your home will show at its best under the applicable set of circumstances – once completed, we will schedule a professional photo shoot and proceed further with the marketing of the property.

c. Pre-Marketing Disclosures, Reports and Inspections

i. *Transfer Disclosure Statement ("TDS")*

Apart from the Purchase Agreement itself, the second most important document in a real estate transaction is the Transfer Disclosure Statement, commonly referred to as a "TDS." Unless an exemption applies (e.g. a probate sale or a sale of a bank-owned property), sellers of residential 1-4 unit properties must complete a TDS and deliver it to the buyer.

Sellers in California have an affirmative duty to disclose to buyers all material conditions or defects known to them which can affect the value or desirability of the property. Failure to do so can lead to liability from the buyer for damages as a result of the lack of disclosure.

California is a highly litigious state and the majority of real estate lawsuits here involve a buyer claim that the seller did not disclose material facts. Often these facts, if known upfront, would have been accepted by the buyer, however, if discovered after close of escrow, they become grounds for a legal claim.

Section II A of TDS asks you to check boxes regarding appliances, fixtures and items on the property and whether any are not in operating condition. The TDS is not a contract and it does not control what items must remain with the property (these issues are addressed by the Purchase Agreement).

Section II B asks if you, as seller, are aware of any significant defects or malfunctions in the identified areas of the property. If you check any of the boxes, you will need to provide as much information as you can, using additional sheets if necessary.

Section II C asks sixteen questions regarding the property and surrounding areas. These questions are in the form of: "Are you (Seller) aware of any of the following?" A "Yes" answer means you are aware of something which is subject of that question and you should thoroughly elaborate on such an answer in the blank lines of the TDS or in an Addendum attached to the TDS. A "No" answer means you are not aware of something which is subject of that question. You should not be leaving any of these questions blank.

It is important that you complete the TDS (as well as any applicable Supplement) as completely, fully and as honestly as you can. It is recommended that you consider the following information when making the disclosures:

- ✓ Spend some time with the TDS walking through your property and trying to remember issues, repairs, leaks, or other damage to the property. Add any of these to your TDS;
- ✓ If you had a repair to, or remodel of, the property, identify the issues (water leak, remodel, etc.) and the repairs or remodels in the TDS, even if you believe that the problem no longer exists. You should also provide the buyer with copies of any contracts, estimates or bids for the work if you still have those documents;
- ✓ You should attach additional sheets to the TDS if necessary to fully disclose and to paint a complete picture of the property;
- ✓ Even if you disagree with them, disclose whether you are aware of any issues or disputes with neighbors regarding lot lines, fences, encroachments or other neighborhood issues;
- ✓ Disclose ALL old reports, disclosures, inspections, surveys, bids, correspondence, public records, etc., that you possess regarding the property, even back to when you bought the property;
- ✓ Disclose any lawsuits, past or present, which affect or have affected, the property even if they have been resolved, including the case name, the court and case number and any actual or alleged defects or conditions regarding the property including any financial resolution;
- ✓ Disclose any neighborhood nuisances, such as noise or odors, which affect the property, its use or its occupants even if you have learned to “live with” those issues;
- ✓ Disclose any known repairs or additions to the property known to you that were made without permits, or if the property is in violation of zoning or other laws or regulations;
- ✓ Disclose any planned or current changes or construction in the neighborhood known to you, such as changes to roads or other construction which may affect traffic, views, or can cause noise and other issues;
- ✓ If you were told information which you were not able to verify regarding something related to the property, or something about, or someone in, the neighborhood, and you do not know how to disclose that information and/or extent to which you should disclose this information, consult with a qualified California real estate attorney for that assistance;
- ✓ The best advice is: “When in doubt, disclose”;
- ✓ If you discover information after the TDS is completed which renders the original TDS disclosures incomplete or inaccurate, you will need to notify your listing agent as you may need to amend the TDS and provided that amendment to the buyer.

ii. *Report of Residential Building Record (“3R Report”)*

In San Francisco, it is unlawful for the owner of residential building to sell or exchange it without first having obtained and delivered to the buyer the so-called “3R Report” from San Francisco Department of Building Inspection (http://sfdbi.org/sites/sfdbi.org/files/migrated/FileCenter/Documents/forms/3R_Records_Management/3RAApplication092713.pdf), which report contains building permit history (plumbing and electrical permits are excluded). A residential building is defined as “a building or portion thereof containing one or more dwelling units but not including hotels containing 30 or more guest rooms, or motels”.

As an application for 3R report takes several days to process, it shall be submitted by the agent to the Department of Building Inspection promptly following the formalization of our contractual relationship.

iii. *Pre-Marketing Inspection Reports (“Buyer Disclosure Package”)*

While the costs of property inspection reports such as structural pest control and the more general contractor’s inspection are usually borne by buyers, it is prudent to obtain these reports prior to soliciting offers. Inspections by other professionals may be warranted depending on the specific property and disclosures provided by the seller. These may include inspections by structural engineers as well as by qualified contractors specializing on more detailed inspections of roofs, electrical and plumbing, sewer lines, environmental hazards, permit history, etc. (collectively, the “Buyer Disclosure Package”).

There are several advantages in having a Buyer Disclosure Package which in my opinion significantly outweighs the associated costs:

- ✓ Proactive Remediation – in the event if any material issues will be discovered by the inspections, the seller will have adequate time to properly remediate them or to quantify these issues via obtaining professional estimates prior to going to market, which can be of great importance to prospective buyers;
- ✓ Proper Pricing - it is important to make prospective buyers feel comfortable with the condition of your home as this not only helps generate a higher asking price but also contributes to the creation of the competitive bidding situation;
- ✓ Promotion of No-Inspection-Contingency Offers – pre-marketing inspection reports allow buyers to make such offers without the dangerous liability to seller and the listing agent as absence of the relevant reports invites post-closing trouble, with buyer most often alleging that the seller did not disclose a negative material fact about the condition of the property;
- ✓ Preclusion of Due Diligence Renegotiations – in the event if the inspection reports will be completed early on, this significantly reduces the risk of potential due diligence renegotiations associated with the condition of the property (which are almost always for the amounts substantially greater than the inspection costs) and makes it much less likely for the transaction to fall out of escrow;

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iv. *Other Third Party Reports*

As part of the preparation for property marketing, as a listing agent, I will also arrange for other pre-sale inspections of your home, such as energy / water compliance, city/county, natural hazard and other applicable reports.

- d. Home Warranty¹ – we will discuss the purchase of the home warranty for your property as it offers advantages to both the buyer and seller. Having a home warranty during the listing period may discourage lower offers and downward price negotiations, help sell your home at a higher price as well as protect from legal dispute that may occur after the sale. This policy also protects the buyer by paying for certain repairs and costs of major mechanical systems and major appliances such as heating and air conditioning. As a seller, you will receive the same coverage for systems and appliances during the listing period with me. If you will have a claim during the listing period, and for any reason your home will not sell, you will not have to pay for the cost of the Home Protection Plan nor the cost of the relevant repairs or replacements. Most home warranty plans can be paid for at the close of escrow.
- e. Marketing and Property Showing – for marketing and property showings, please refer to the Marketing Plan section of this website (<http://sfbykate.com/images/pdf/marketing-plan.pdf>). Following property showings (brokers' tour, open houses, showings by appointment) as well as in connection with the market developments (such as recent sales, new competitive listings, changes in overall economic conditions) we will adjust our marketing and pricing strategy accordingly.
- f. Offer Review, Negotiation and Acceptance – upon properly marketing your home and receipt of the offer(s) from the prospective purchaser(s), we will review the applicable terms and conditions and ratify the strongest and, to the extent possible, contingency-free offer, including any comparable backup offer(s). If needed, we will continue negotiating with a counter-offer(s) to ensure that your interests are best served.

III. Escrow. Due Diligence.

Once the offer is ratified, seller and buyer establish terms and conditions for the transfer of property ownership. These terms and conditions are given to a third party known as the “escrow holder”. In turn, the escrow holder has the responsibility of seeing that terms of the escrow are carried out. The escrow is an independent neutral account and the vehicle by which the mutual instructions of all parties to the transaction are complied with. Both parties to the transaction need assurance that no funds or property will change hands until all instructions have been followed.

The selection of the escrow holder is usually specified by the Contract for the Sale and Purchase of Real Property. In San Francisco, it is generally a buyer's agent who chooses the escrow and provides the underlying information regarding the transaction. Upon issuance of the escrow file number, the escrow officer will order a Preliminary Report from the title company.

¹ Information provided herein was derived from the materials provided by Coldwell Banker Residential Brokerage (“Coldwell Banker”) and pertains to the Home Warranty Plan offered by Coldwell Banker

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The following are the key steps of the Escrow and Due Diligence phases:

a. Prior to the Removal of Contingencies:

Listing agent:

- ✓ arranges for opening of an escrow;
- ✓ confirms receipt of buyer's initial deposit;
- ✓ prepares the timeline for the removal of contingencies and close of escrow;
- ✓ provides seller's loan payoff information to escrow agent;
- ✓ coordinates the delivery of all outstanding statutory disclosures and documents to buyer;
- ✓ coordinates and attends property inspections, supplies seller with the relevant copies and maintains the relevant records.
 - Professional inspections probably constitute the most important part of the property due diligence and are typically conducted within 7 to 15 days of offer acceptance. SFAR's "Buyer's Inspection Advisory" urges the buyer to conduct the general, wood destroying pests and organisms inspections as well as to check the condition of the soil, stability and flooding; condition of the roof/gutters and pool/spa; water, waste and utilities; lot size and dimensions, boundaries and square footage; environmental hazards; building permits, zoning and use restrictions and rental property limitation restrictions (if any) among other items. While it is generally the buyer who pays for the cost of inspection, any issues discovered as a result of the inspections are usually negotiable between the parties and may lead to the amendments of the purchase contract including without limitations changes in the purchase price. It is important that both buyer and agent are present during the inspections. Seller is responsible for making the subject property fully accessible, including elimination of stored objects that may prevent the inspector from accessing key components of the home. Real estate contracts often contain contingency clauses that allow buyers to inspect the property. Certain inspections are required by lenders and others are a matter of observation and what is particular to a region or area. Which party pays for these inspections is negotiable;
- ✓ together with the seller, reviews the Preliminary Title Report

- ✓ coordinates financing appraisal and monitors buyer's approval process. An appraiser will:
 - Research the subject property as to year built, bedrooms, baths, lot size and square footage and conduct a field inspection, which is comprised of:
 - The inspection of the subject property, including taking photos of the front and rear of the home and photos of the street scene. The appraiser also makes an interior inspection for features and conditions which may detract from or add to the value of the home. A floor plan of the home is drawn and included while doing the inspection
 - The exterior inspection of the Comparable Properties (see below)
 - Compare data of recent sales in the subject property's neighborhood, typically within a one mile radius. The appraiser usually locates at least three (and preferably more) similar homes that have sold within the past six months. These homes are considered the "Comparable Properties".

- ✓ continues to market the property until all buyer contingencies are removed;

- ✓ as applicable, facilitates collection of contractor estimates, permit data, legal advice, etc.;

- ✓ coordinates any statutory compliance or repair work required: smoke detectors, water heater strapping, energy and water conservation compliance, etc.;

- ✓ monitors buyer's removal of contingencies as specified by the Purchase Agreement (e.g., approval of TDS, other disclosures and reports, inspection contingencies, approval of the inspection and Preliminary Title report, etc.).
 - Once the review of the due diligence items will be finished and the lender has completed its appraisal and underwriting process (if applicable), the buyer will either remove the contingencies of sale as specified in the purchase contract and proceed with the closing, attempt to re-negotiate the contract in the event if new material issues surfaced during due diligence, or terminate the contract if what was discovered during due diligence changed buyer's mind about the purchase and conditions of the sale as well as on any related issues;

- ✓ advises seller on potential re-negotiation of the purchase price and/or other material terms;

- ✓ as necessary, delivers the Notice to Perform to Buyer.

b. Following the Removal of Contingencies:

Listing agent:

- ✓ confirms buyer's increase of deposit into escrow;
- ✓ coordinates final buyer walk-through;
- ✓ negotiations buyer's actual occupancy, moving and related issues;
- ✓ together with the seller, reviews Seller's Estimated Closing Statement. Pursuant to the SFAR Purchase contract, the following shall be paid current and then prorated between Buyer and Seller as of close of escrow ("COE"):
 - real property taxes (based upon the latest information available regarding the assessed value of the Property and the applicable tax rate);
 - bonds and assessments;
 - Homeowners' Association dues and assessments;
 - interest on any loan(s) secured by the property assumed by Buyer;
 - premiums for any insurance on the Property assumed by Buyer;
 - rents and operating expenses;
 - security deposits and accrued interest thereon, where the law requires interest to be paid on security deposits, shall be credited to Buyer's account at COE;
 - buyer shall pay the escrow fee and title insurance premiums;
 - seller shall pay any real property transfer taxes;
 - buyer shall pay any Homeowners' Association transfer fees and move-in fees;
 - seller shall pay any Homeowners' Association move-out fees;
 - seller shall pay any prepayment penalty or other fees or charges imposed by lenders for loans being paid off through escrow;
 - the property will be reassessed upon change of ownership and supplemental tax bill(s) will be sent to buyer which will reflect a change in property taxes based on the purchase price becoming the new assessed value². Any tax bills issued after COE for periods of time before COE shall be paid by Seller;
 - Transfer Tax is a transaction fee imposed on the transfer of land or property from one person (or entity) to another, it is variable and depends on the purchase price of the relevant property. Pursuant to <http://www.sfassessor.org/recorder-information/recording-document/transfer-tax>, the following transfer tax rates shall apply:

² For information on Propositions 60 & 90, which are California constitutional initiatives aimed at providing senior citizens (55 years old or older) with tax relief by preventing tax reassessment when a senior citizen sells his or her existing residence and purchases or constructs a replacement residence worth the same or less than the original home, please refer to: http://www.boe.ca.gov/proptaxes/faqs/propositions60_90.htm

If entire value of consideration is ...	Tax rate for entire value of consideration is...
More than \$100 but less than or equal to \$250,000	\$2.50 for each \$500 or portion thereof
More than \$250,000 but less than or equal to \$1,000,000	\$3.40 for each \$500 or portion thereof
\$1,000,000 or more but less than \$5,000,000	\$3.75 for each \$500 or portion thereof
\$5,000,000 or more but less than \$10,000,000	\$10.00 for each \$500 or portion thereof
\$10,000,000 or more	\$12.50 for each \$500 or portion thereof

- ✓ provides final escrow instructions;
- ✓ schedules and appointment for seller to execute closing documents;

IV. Closing:

- a. Overview. Closing is a term used for the point in time at which the title to the property is transferred to the buyer and, generally, a mortgage (or “deed of trust”) is given by the buyer/borrower to the lender, if applicable. Once due diligence and pre-closing activities (see above) will be completed, escrow holder prepares the HUD-1 Settlement Statement (“HUD-1”) which outlines all of the final costs for both the buyer and seller associated with the closing. On closing day the property will be transferred from the seller to the

buyer. You should be generally aware that the behind-the-scenes process continues after the closing. The escrow holder must forward (if applicable) payment(s) to any prior lender, pay all the other parties who performed services in connection with the closing, pay out any net funds to the seller, and order a final search of the title for the property before finally recording all the documents needed legally to complete the purchase;
- b. Close of Escrow. Once buyer and seller have completed their contractual obligations, the closing documents have been fully executed, and funds wired into escrow account, the title company will then record the title deed and loan deed of trust (if applicable) at the Recorder’s Office. It is not uncommon for sellers to sometimes request the right to rent back the property after the close of escrow for a short period of time. If you prefer such an arrangement, the underlying terms shall be negotiated as part of the Purchase Contract;
- c. Deed Recordation. Upon receipt of funds, the title company will record the Deed of Trust with the county in which the property is located (usually by the next day). Upon receipt of confirmation of the deed being recorded, title or escrow will then disburse monies to the appropriate parties.
- d. Delivery of Keys / Move In. As a listing agent, upon close of escrow I will arrange for the delivery of the keys, alarm codes and other means of access to the buyer. I will also follow up with you to check in, offer help and connect with other resources if necessary as well as assist in resolving any relevant post-closing issues, as applicable.



V. Post-Closing:

- a. Documents to Retain. Following close of escrow, I will provide you with an escrow package with all supporting sale documents which you should retain for your records as well:
- ✓ HUD-1 Statement, itemizing all costs associated with the closing (this document is important for income tax purposes);
 - ✓ The title deed
 - ✓ Copies of all transactional documents: contract, addendum(s), reports, disclosures and any other documents received during the course of transaction prior to and including close of escrow
- b. Keeping in touch. Should there be any issues with the transaction post-closing, I will promptly address these issues and work hard to resolve them to your satisfaction. I will also be delighted to continue being yours and your family's real estate resource.

Thank you for taking the time to review the above key milestones leading to the home sale in San Francisco. You may agree that it is evidently a rather complex and labor-intensive process requiring professional skills, utmost care and attention.

In the event you are interested in selling your home, or if you would like to learn more about the local real estate market, I believe that I am in the position to best assist you. A corporate attorney by background, licensed to practice law in California, New York and Russia, I obtained my California real estate broker's license in 2004. I hold an LL.M degree in Commercial Law from University of Cambridge, England (Queens' College). As a corporate attorney with 10+ years of experience, I have worked with several Fortune 500 clients, managing complex transactions and corporate restructurings. I have a reputation for tenacity, negotiation skills and client service. I enjoy working with people and make my clients' interests my utmost priority. I am fluent in English and Russian.

I affiliated with Coldwell Banker Residential Brokerage for its international reputation, extraordinary marketing presence and strong leadership. I work at the office in which Coldwell Banker was founded in 1906 located at 1801 Lombard Street in San Francisco. Coldwell Banker currently ranks as No. 1 real estate company in sales volume in Northern California outpacing its nearest competitor by a remarkable 375%. Its global presence with offices in 43 countries and territories around the world offers a truly international network, unmatched by local or regional specialty brokers. In addition, Coldwell Banker's affiliates offer mortgage, title, home warranty and relocation services, simplifying the real estate transaction and related issues should you chose to use these options.



I am a long-term resident of San Francisco's Pacific Heights enamored by the City's natural beauty, rich history and diverse culture. I enjoy and participate in the local social and cultural scenes – I am a member of San Francisco Museum and Historical Society and San Francisco Heritage as well as Pacific Heights Residents Association. I am well familiar with San Francisco's history as well as its everyday life and frequently publish in social media on the issues relating to the city's political, economic and social life.

With best wishes,



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