



Coastal Pacific

R E A L E S T A T E



"In every industry, there is a group of people distinguished by a passion for excellence and eagerness for new ideas. In residential and investment real estate, we are those people."

# Market Report

An overview of the buying process and available properties.

## Market Snapshot

An overview of your local real estate market, including which properties are for sale, in escrow, already sold, and properties which have been taken off the market.

## Buying Process

An outline of the property buying process with brief explanations of each step. We strive to make the buying process as easy and straight forward as possible.

## Our Advantages

A list of competitive advantages that make our real estate brokerage unique in our marketplace. Coastal Pacific Real Estate is in the perfect position to satisfy all of your real estate needs.

## Additional Information

More resources provided by our professional network of mortgage lenders, real estate attorneys, trust attorneys, title and escrow representatives, and other real estate experts that we collaborate with.

*You may contact us for an updated list of properties for sale and  
to have your questions answered with no obligation.*

# Our Niche

We are your local real estate experts.



## The Coast of San Diego

*The success of our business is sustained by the relationships we create.*

Our team specializes in the marketing, purchase, and/or "1031 exchange" of distinctive residential and investment properties along the Coast of San Diego. We have been providing our expertise and innovative strategies serving California and Hawaii for over 35 years.



## IRS 1031 Tax-Deferred Exchange

*We pride ourselves on our ability to execute wealth-building strategies for our clients.*

The power of a 1031 Tax Deferred Exchange is the ability to meet investment objectives without losing equity to taxation. We collaborate with a variety of professional partners and experts to provide you with tax avoidance strategies that many investors may be unaware of.



## Strategic Collaboration

*Our greatest asset is the collective expertise and experience of our professional network.*

Whether selling, purchasing or refinancing your residence, vacation or income property, our network of professionals will help add value to your real estate transactions. We collaborate with experts across many fields to formulate an investment strategy to maximize your overall goals and long-term interests.



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# Market Snapshot

An overview of activity for your local real estate market(s).

Discover which properties are available, in escrow, have sold, or been taken off the market.

*View more properties for sale at **CoastalPacificRE.com***

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## **Active**

Active listings are properties that are currently for sale.

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# **Pending**

Pending listings are properties that are currently in escrow and have not yet closed.

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# **Sold**

Sold listings are properties that have already completed the sales process.

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## **Cancelled & Expired**

Cancelled and expired listings are properties that have been removed from the market or failed to sell.

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# Buying Process

We simplify buying your home or investment property.

We guide you through the purchase process and take proactive measures to ensure your goals are met.

*Learn more about buying at **CoastalPacificRE.com***



# Buyer Consultation

Meet with our team of professional partners to discuss your options.

During your consultation, our primary goal is to define your needs and craft a successful transaction. We help simplify the buying process by providing recommendations regarding a wide array of criteria and collaborating with our professional network. We guide you through the buying process from initial consultation, structuring financing, targeted searching, professional negotiations and successful closings.

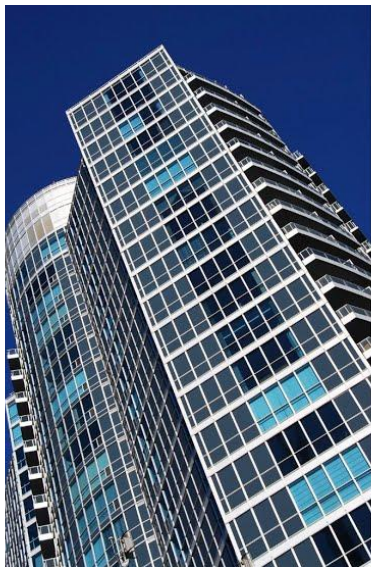


# Loan Preapproval

Having your loan preapproved strengthens your purchase offers by demonstrating to sellers your ability to buy their property.

Your preapproval letter and other documents ensure you have more bargaining power when negotiating with sellers because they will need to verify your financial information before entertaining an offer. Sellers will take your offer seriously if you present verifiable financial documentation. Your lender will create a general overview of your financial capability to purchase a home or investment property.





# Viewing Properties

Browse properties for sale on our website, at open houses, and with private tours with our agents.

We arrange private viewings at properties and accompany you when visiting open houses. Providing guided tours of neighborhoods allows us to refine your search criteria and focus on your specific needs. Viewing properties together allows us to provide important details including zoning, permitted remodeling, deed restrictions, physical upgrades, easements/lot dimensions and many other specifics.

Visit ***[www.CoastalPacificRE.com](http://www.CoastalPacificRE.com)*** to search every property for sale in the MLS.



# Offers & Negotiations

As certified negotiation experts we assist you with every aspect of the transaction.

Buying property can be challenging since it may involve multiple parties and complex interests. As Certified Negotiation Experts (CNE®) trained in advanced negotiation techniques and strategies, we have years of experience with complex negotiations that help our clients achieve successful purchases. We control the negotiation process by advising our clients on contract details, terms and conditions with the aim of understanding and correlating our client's interests with sellers. This process helps all parties to reduce tension, increase confidence and cooperation by increasing clear accurate communication to achieve effective, successful consensus.





# Property Inspections

Inspections provide details about the condition of the property to help you make a more informed decision.

Before you commit to a purchasing a home, you have the opportunity to inspect and evaluate the condition of the property. We can recommend home inspectors or you may choose one (inspections fees may vary depending on size of property). A home inspection will detail the condition of the property so you are more confident in moving forward with your purchase. Most home inspectors provide a detailed report with photos and may indicate any health or safety issues or code violations. Inspectors may also suggest ongoing maintenance that the prospective buyer may find valuable.





# Closing **Transactions**

Integrating all phases of the purchase and closing for your new home or investment property.

During the final transaction phase we coordinate the contractual timeline and manage remaining closing documentation. These may include verification of multi-disclosures required under federal and state laws, all documents escrow requires for balancing final HUD statements, title vesting, legal and loan documents together with broker's final documentation. Our goal is to guide you through the final steps to your new home or investment.



# Move In

Move into your new home, relax and enjoy!

Our wish is to have every relationship endure beyond the purchase of your new home. We're always there to provide you with helpful answers to questions, and to assist you, your friends and family in future real estate needs. The success of our business is sustained by the relationships we create.

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# Our **Advantages**

Discover our competitive advantages and how we can help you.

Coastal Pacific Real Estate agents provide an outstanding level of service.

*Read more about our company and agents at **CoastalPacificRE.com***





# Investment Properties

We take great pride in our ability to deliver creative real estate opportunities.

Investing in real estate is an excellent way to diversify your portfolio, reduce or eliminate tax liabilities and create cash flow from your property investment which may include two to four unit residential properties, low or high rise apartment complexes, condos, townhomes, or residential homes held for investment.

We collaborate with tax and legal professionals to provide real estate solutions which may include the most effective way to hold legal title, protect assets through tax reduction strategies by creating trust/estate planning and introducing IRS 1031 exchange intermediaries.





# Commercial **Properties**

We represent a variety of commercial properties in California.

We can assist you with the acquisition of any type of commercial property, including office buildings, medical offices, shopping centers, commercial leases (30 years or greater), retail space, and office/retail condominiums. Combined with our expertise in IRS 1031 tax deferred exchange and a network of financial and legal advisors, we can help you acquire commercial property that is tailored to your investment portfolio.

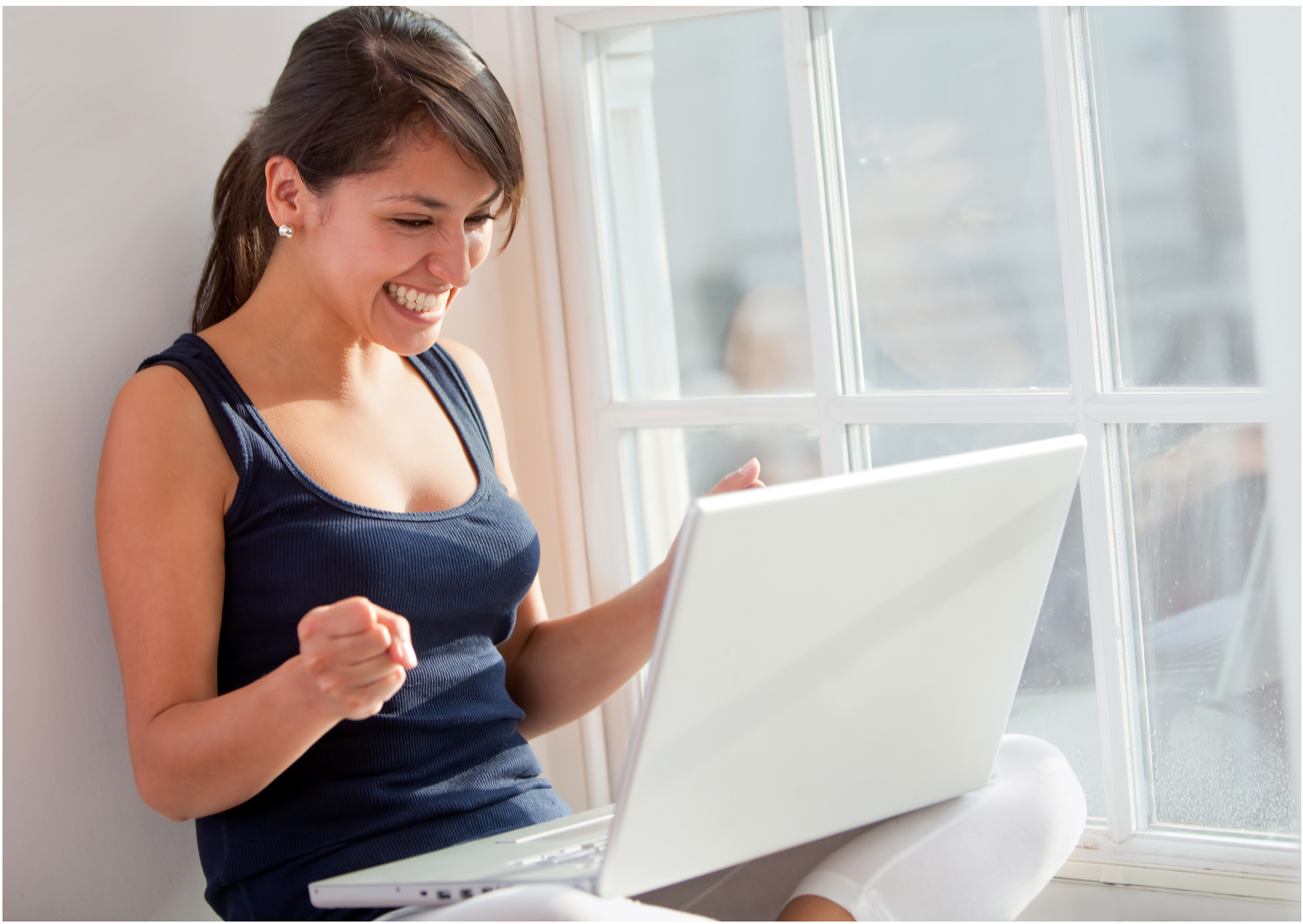




# Property Search

Browse properties for sale on [CoastalPacificRE.com](http://CoastalPacificRE.com) directly from the MLS.

The Multiple Listing Service (MLS) is the industry standard property database used by thousands of local agents to find properties for their buyers. Most properties that come to the market are added to the MLS database, making it an efficient way to find your next home or investment property. You can conveniently access our property search by visiting [www.CoastalPacificRE.com](http://www.CoastalPacificRE.com). Our website integrates displays the properties listed in the MLS. Property listings are organized by community and contain all the pertinent information that details bedrooms, bathrooms, square footage, school districts and other characteristics.



# Email Updates

We provide all clients with automatic updates of new properties for sale.

We configure our MLS system to update you when new properties come on the market that match your criteria. You can opt for daily or weekly email summaries that make it easy to monitor everything that's going on with your area of interest or receive instant email notifications the moment a new property is added to the MLS. Whether you are looking for a convenient way to stay on top of the market or want to respond at a moments notice, we've got you covered.





# Pre-market **Properties**

We have access to properties from our sellers before they are listed on the MLS or come on the market.

Our agents are able to locate properties through our network of agents and past clients before they officially come onto the market. Finding a property “pre-market” is an excellent strategy to reduce competition from other buyers and secure the best transactions for yourself.



# Exchange **Groups**

We collaborate with a network of exchange groups and organizations to identify properties not listed on any MLS system or website.

We belong to several national “exchange groups” and can present you with exclusive opportunities. Many times investors or “exchangers” offer or share their properties exclusively within a network before making the property publically available. Our past clients value our proactive approach to finding distinctive properties tailored to our client’s needs.





# Professional **Networks**

Receive expert advice from a variety of highly trained and experienced legal and financial professionals.

We provide our clients with a comprehensive view of residential and investment property by working with our network of mortgage lenders, real estate and trust attorneys, financial and wealth advisors, title and escrow representatives, IRS 1031 exchange accommodators and many others who collaborate with us to form a strategy tailored to our clients individual needs.

# Client Testimonials

*"The success of our business is sustained by the relationships we create."*

"Knowledgeable, patient and diligent are all characteristics Justin brings to his work, but more important to me than any of these is integrity. He proved that he could be trusted to be truthful and candid about properties we were considering, pointing out advantages and disadvantages of each while not pushing us toward any one thing. In the San Diego area I would hire no one else."

**- Greg Burt**

"Justin JP Chimento is an exemplary Real Estate Agent. He is thoroughly knowledgeable about all the available properties and we are able to see about 30 condominiums in our price range over many weekends before deciding to buy. He has great integrity, is always punctual, well dressed and clean. He did not try any high pressure tactics to try to get us to buy anything. He allowed us to find exactly the condominium with the exact location we wanted in our price range. He was highly recommended to us by personal friends who worked with him on an earlier property. My wife and I would enthusiastically recommend him as a Real Estate Agent working in the San Diego area."

**- Cornelius Jansen, MD**

"Justin reflects the integrity and ethics you hope to find when hiring a Real Estate Professional to represent your best interests. Tremendous work ethic and extremely knowledgeable of the market he represents. He listens to his clients and delivers beyond expectations throughout every step of the process. I highly recommend him and value the relationship."

**- Jeff DeHart**