



Coastal Pacific
REAL ESTATE

Justin J.P. Chimento

Broker / Owner

Residential & Investment Properties, CNE



Justin Chimento has served real estate clients for over 12 years in the community of La Jolla and throughout San Diego County. Justin is licensed with the State of California as both a salesperson and real estate broker. He has practiced real estate in several affluent locations, including San Francisco, Malibu, Monterey, and Pebble Beach. Justin's real estate experience has garnered him several awards, both in residential and commercial, as a "top producer". Justin was most recently the broker of record for a national real estate firm in La Jolla CA. As Broker/Owner of Coastal Pacific Real Estate Justin looks forward to helping his clients with selling, purchasing or investing in real estate property along the coast of California.

Susan Forster

Founder / Owner

Residential & Investment Properties, e-Broker, CNE



Susan Forster has been actively involved in the real estate industry for over 35 years and focuses on residential & investment properties in San Diego County. Susan has owned and operated real estate brokerages in Orange County, Santa Cruz, Monterey, Pebble Beach, Maui, and San Diego. She specializes in IRS 1031 tax-deferred exchange and collaborates with a variety of professional partners. Susan's decades of experience and passion for real estate make her an ideal choice for anyone, purchasing, selling or investing in real estate along the coast of California.

Market Report

Our complimentary report on your property.

Property Valuation

An analysis of your property's current market value and whether or not your property qualifies for the latest tax advantages. Market value is determined by recent and comparable sales within our local market.

Available Opportunities

A list of properties currently for sale, including some of the best opportunities around San Diego, CA. Find your next home or investment property.

Key Strategies

A collection of information regarding our local real estate market, including how to expand your wealth and save on taxes with strategic real estate transactions.

Property Marketing

An overview of our comprehensive property marketing package, including professional content production, online listing distribution, and our network of professionals.

You may contact us for a free update of your property's current market value 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 for over 45 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.

Key Strategies

Discover how to expand wealth and save taxes.

Real estate strategies to take advantage of capital gains tax exclusions on both personal residences and investment properties.

*Find more information at **CoastalPacificRE.com***

*We cannot provide advice on legal or tax consequences. Please seek the advice of an attorney or accountant.
This is not intended to be a solicitation for currently listed properties.*

Your **Residence**



Save up to \$250K/person in capital gains taxes when you sell.

Individuals may exclude up to \$250,000 (or \$500,000 for a married couple) in profit from the sale of a primary residence as long as you have lived in the home for a minimum of 24 months in the 5 years prior to the sale of the property. You may use this 2-out-of-5-year rule to protect profits each time you sell your residence.

Want to know if you qualify? **Contact us.**

We cannot provide advice on legal or tax consequences. Please seek the advice of an attorney or accountant.

Your Residence



Keep your existing property tax rate when relocating.

Proposition 60 allows existing home owners to purchase a new home of equal or lessor value and keep their existing property tax rate. Proposition 60 has already become law and is ideal for anyone downsizing their home. You may also benefit from similar propositions - 90 and 110.

Want to know if you qualify? **Contact us.**

We cannot provide advice on legal or tax consequences. Please seek the advice of an attorney or accountant.

Investment Property



How to defer capital gains through investment properties.

The benefits of IRC Section 1031 exchanges can be tremendous! Investors are often able to defer thousands of dollars in capital gain taxes, both at federal and state levels. If the requirements of a valid §1031 exchange are met through strategic planning, capital gains tax may never be paid. This essentially results in a long term, interest-free loan from the IRS.

*Want to explore your investment options? **Contact us.***

We cannot provide advice on legal or tax consequences. Please seek the advice of an attorney or accountant.

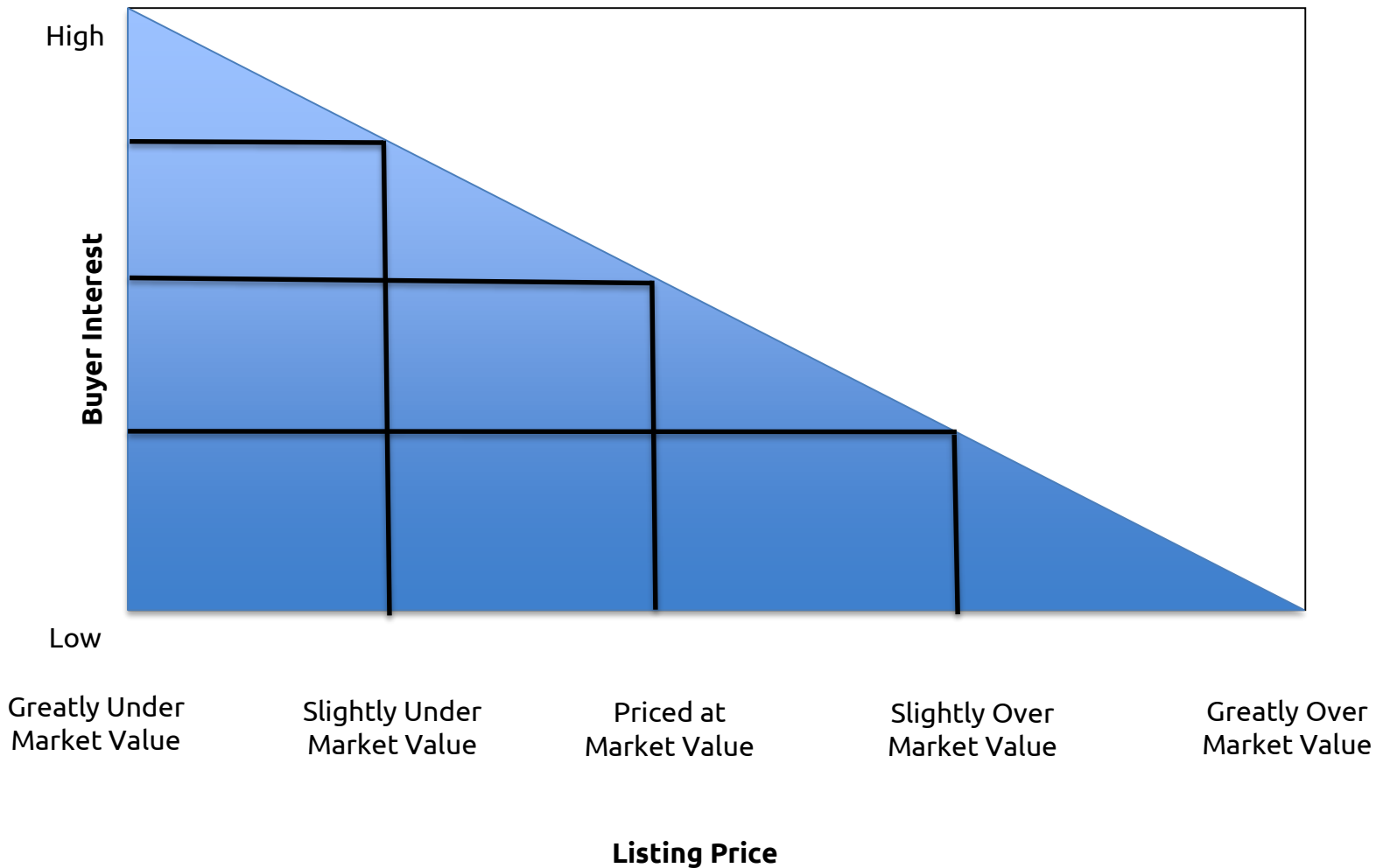
1031 Exchange Scenarios

1031 exchanges allow real estate investors to defer the payment of capital gain taxes upon the sale of qualifying investment property (ie. property is of “like-kind”). Many investors only consider the tax reasons for a like-kind exchange, despite being given considerable flexibility in changing the type or location of their property.

Typical Non-tax Motives to Exchange:

- ✓ Exchange from fully depreciated property to a higher value property that can be depreciated.
- ✓ Exchange from a stagnant or slowly appreciating property to a property in an area with greater appreciation potential.
- ✓ Exchange from a property with maximized or minimal cash flow to a higher cash flow property to generate a larger cash flow.
- ✓ Exchange for a property or properties that may be easier to sell in the coming years.
- ✓ Exchange to fit the lifestyle of a person. For example, a retiree may exchange for a property requiring reduced management responsibility so they can do more traveling.
- ✓ Exchange from several smaller properties to one larger property to consolidate the benefits of ownership and reduce management responsibilities.
- ✓ Exchange to a property the client can use in his or her own profession. For example, a doctor may exchange from a rental house to a medical building or office condominium to use for his or her practice.
- ✓ Exchange from an older property in need of repairs and/or system replacements to a newer property with more efficient and/or reliable systems.

Price Advantage



Price correctly to receive the highest price, best terms, and fastest sale.

The listing price of your property is the most influential aspect of its sale. Your property's selling price is greatly affected by other similar properties which have recently sold and by competing properties currently on the market. The best way to make your property competitive is to price it *slightly less* than the competition and *slightly more* than recent solds. Remember that a listing price is simply a starting point for negotiation. Making your listing attractive with a low price is a great way to start a conversation with potential buyers, encourage multiple bids, and negotiate for a higher price, better terms, and/or a faster sale.

Professional **Multimedia**



Walkthrough video tours and professional photography.

We invite a professional photographer to capture the beauty and key selling points of your property and surrounding neighborhood. Potential buyers can tour your property from anywhere by watching a high-definition video walkthrough or by viewing an entire gallery of professional quality photos. Today's real estate buyers demand that your property has a digital presence and we deliver that presence with outstanding multimedia content normally reserved for only the most exclusive listings in the world.

Social Media



Introduce your property to the social web.

We utilize a variety of social media channels to promote your property across the Internet. Our social media portfolio includes Facebook, Twitter, LinkedIn, YouTube, Google+, StumbleUpon, Pinterest, and many more. We give your property its own Facebook page which enables anyone to share your property across their entire network with a single click.

Online Syndication



Your property on over 300 real estate websites.

According to the National Association of Realtors, 90% of buyers begin their home search online. We ensure that your property is presented to every possible buyer by syndicating your property information to over 300 partners across the Internet. Your property will be available across all the most popular real estate websites, including Trulia, Zillow, Yahoo Real Estate, Realtor.com, and international websites. Most include a “contact us” feature that allows any buyer to ask questions or schedule an in-person tour of your property.

Our **Buyers**



Show your property to our qualified and active buyers.

Our office and website provide us with potential buyers searching for the perfect home or investment. Our roster of qualified buyers and their selection criteria leverages our ability to sell your property quickly because we may already have a buyer searching for what you want to sell. We also share your property with buyer agents at other brokerages. Our colleagues often have buyers waiting for the right opportunity and are ready to submit an offer the moment a new property reaches the market.

Property **Valuation**

What your property would sell for today.

Market value is determined by several factors including the value of similar properties that have recently sold.

*Research your local market at **CoastalPacificRE.com***

Active

Active listings are properties that are currently for sale.

Pending

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

Sold

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