



Coastal Pacific

REAL ESTATE



"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."



Justin J.P. Chimento

Broker / Owner

Residential & Investment Properties, CNE

Justin Chimento has served real estate clients for over 15 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.**

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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 Investment Advantages

Preservation of Equity

A properly structured 1031 tax deferred exchange provides real estate investors with the opportunity to defer 100% of both Federal and State capital gains taxes. Most often, the capital gains taxes are deferred indefinitely because many investors continue to exchange from one property to the next, dramatically increasing the value of their real estate investments with each exchange. With the proper estate planning, you may never have to pay these taxes.

Leverage

Many investors exchange from a property where they have a high equity position or "free and clear" into a higher value property. A larger property may produce more cash flow and may provide greater depreciation benefits, thereby increasing the return on their investment.

Diversification

Exchanges offer a number of opportunities for diversification. One option is to exchange into other geographic regions (eg. one apartment building in Denver, for two additional apartments, one in Los Angeles, and the other in Dallas). Other options include acquiring different property types such as exchanging several residential units to a small retail strip center.

Management Relief

Many investors accumulate several single-family rentals over the years. The on-going maintenance and management of what can be labor intensive, distant, and disparate properties can be lessened by exchanging these for a single property better suited to on-site maintenance and management. Exchanging into one apartment complex with a resident manager is a good example of this strategy.

Estate Planning

When a number of family members inherit one large property and disagree about what they want to do with it (some may want to continue holding the investment while others desire to sell it immediately for cash) by exchanging from a single property into several smaller properties, the investor can designate, after their death, each heir will receive a different property which they can either hold or sell.

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.

Like-kind Property Explained

IRC Section 1031 does not limit “like-kind” property to certain types of real estate. The term refers to the nature or character of the property, rather than its grade or quality. Real property must be exchanged for like-kind real property. Real property is not considered like-kind to personal property. All real estate is considered “like-kind” to all other real estate.

What Is Excluded?

An Exchanger’s primary residence and property held “primarily for resale” (dealer property) are excluded from tax deferral under IRC Section 1031.

Note: Primary residences qualify for tax exclusion, with certain restrictions, under IRC Section 121.

Qualifying Real Property

The types of real estate which can be exchanged are extremely broad. Any real estate held for productive use in a trade or business or for investment – whether improved or unimproved – is considered “like-kind.”

Improvements to real estate refer to the grade or quality, not the nature or character of the real property. Like-kind examples:

- Unimproved for improved property
- Fee for leasehold with 30+ years to run
- Commercial building for vacant land
- Duplex for commercial property
- Single family rental for an apartment
- Industrial property for rental resort property

Example of Taxation

Taxes quickly add up and **significantly** reduce *profits*.

Assuming a 10 Year Hold

\$500 Purchase Price
- \$100K Depreciation
\$400K Cost Basis

Today's Sales Price \$650K
Taxable Gain \$250K

Capital Gains Tax (15% - 20%)
 $\$250,000 \times 15\% = \mathbf{\$37,500}$

Depreciation Recapture (25%)
 $\$100,000 \times 25\% = \mathbf{\$25,000}$

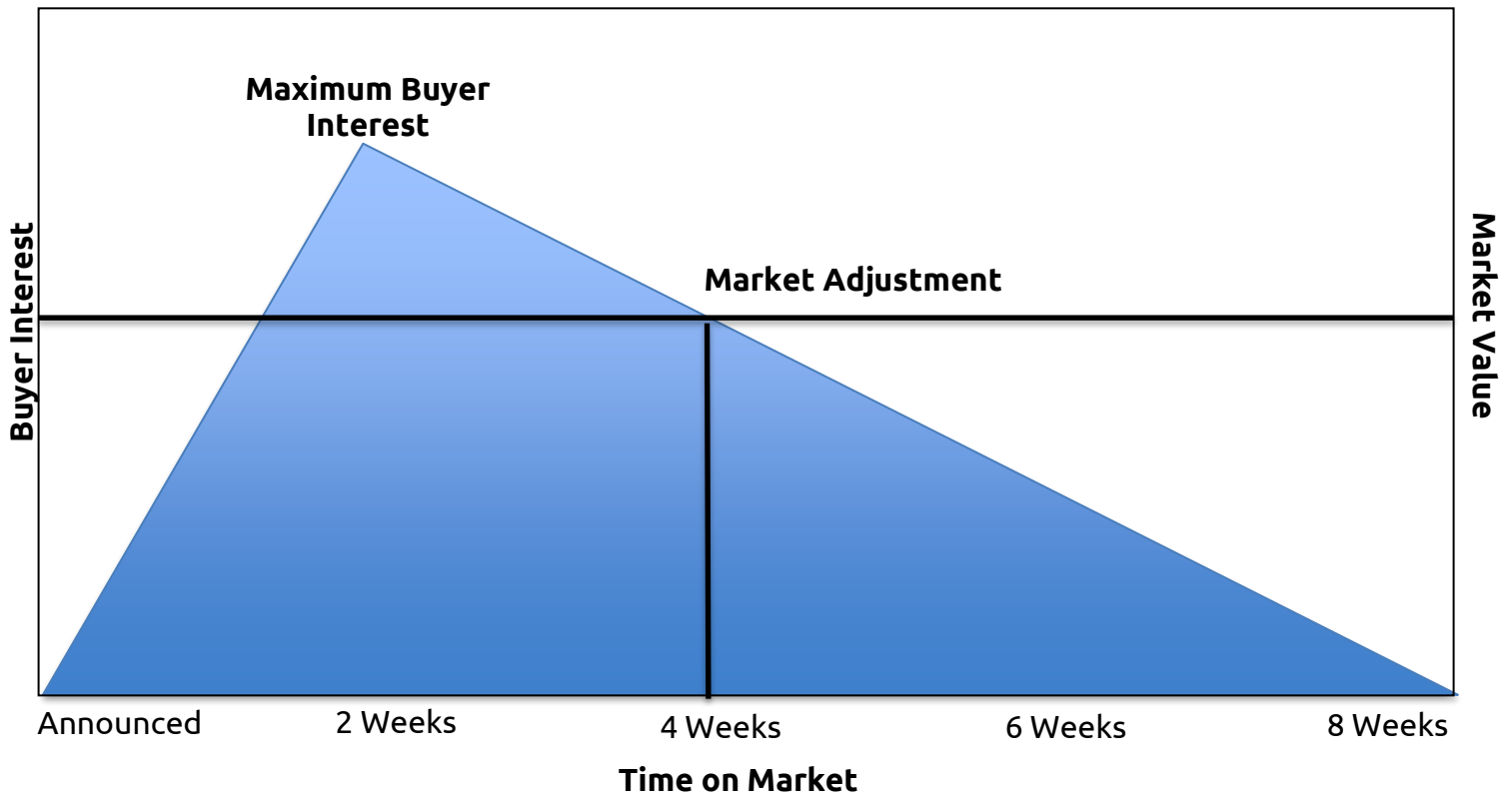
National Healthcare Tax (3.8%)
 $\$250,000 \times 3.5\% = \mathbf{\$9,500}$

CA Tax (11.3% - 13.3%)
 $\$250,000 \times 11.3\% = \mathbf{\$28,250}$

Total Tax = \$100,250

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

Market Timing

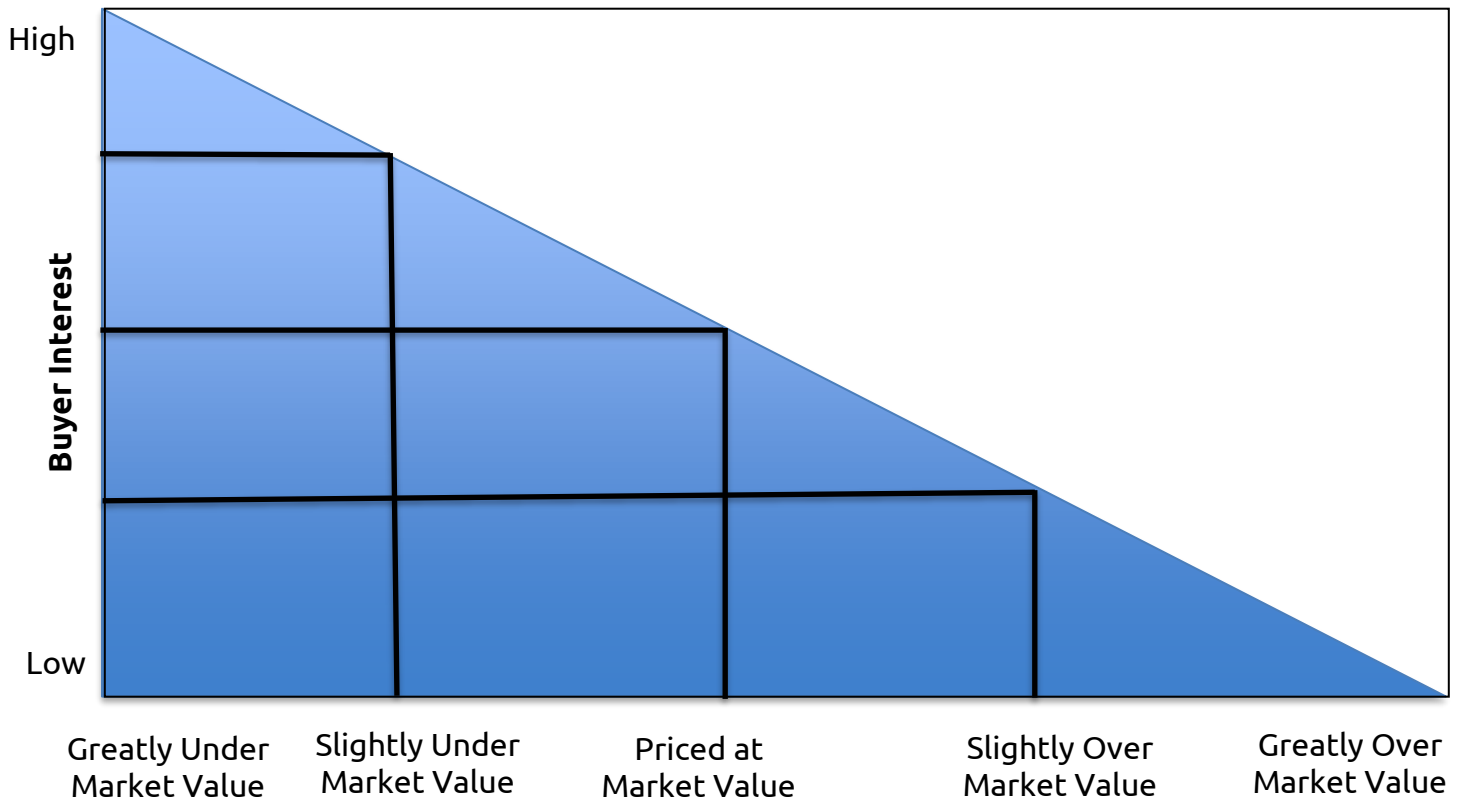


Maximize buyer interest by pricing your property correctly.

Pricing your property above market value is the #1 mistake sellers make in today's market.

Pricing above market value creates a highly negative first impression with potential buyers which cannot be overcome later by reducing the price. Once buyers preview your home and move on-- it's too late. The irony is that many sellers price above market to increase their selling price which results in the exact opposite. When selling your home or investment property, you should always price it at or below market value, which often attracts multiple bidders.

Price Advantage



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

Listing Price

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.

Property **Marketing**

Discover how we announce your property to the world.

View our comprehensive property marketing suite.

*View our listings at **CoastalPacificRE.com***

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.

International **Presence**



Your property marketed to the entire world.

We promote your property to International buyers located in affluent markets throughout the world. Each property is distributed to our global network of real estate professionals, uploaded to a variety of International real estate websites, and presented in over 60 different languages. Anyone in the world will have access to your property's marketing materials, including a video tour, photo gallery, and listing details. Our properties in the United States are very attractive to foreign nationals. We provide portfolio banks and mortgage lenders as the clients' transition to their new properties.

Exchange **Networks**



Share your property with investors across the nation.

We utilize decades of experience and industry relationships to share your property with successful real estate investors. We send your property information to our network of exchange groups (i.e. groups of real estate investors who routinely conduct 1031 exchanges throughout the United States). Many investors love the idea of owning part of the Coast of California for themselves or to leverage income producing property. We market your property to hundreds of active and qualified investors.

MLS Database



Your property in front of thousands of buyer agents.

Multiple Listing Services (MLS) are the industry standard databases used by thousands of agents to find properties for their buyers. We add your property to both residential and commercial MLS systems to maximize exposure to both traditional buyers and investors. Your MLS listing is complete with all important listing data, multimedia, and talking points for other agents to use when they show the property. We also include a variety of extra property information which helps differentiate your listing from the competition and optimize the ability of agents to market your property to their buyers.

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.

Client Testimonials

Our customers love our honest and friendly service.

"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 were able to see about 20 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**



La Jolla

La Jolla Village home w/ Ocean Views, beautiful cherry-wood floors, vaulted ceilings , 4 bedrooms & 3.5 bathrooms, gourmet kitchen, granite counters.



La Jolla

New Bird Rock home, 3 bedrooms, 2.5 bathrooms, bonus room media/office. Open light & bright floorplan , entertainer's kitchen w/ granite countertops.



La Jolla

Spectacular 4bd 3.5ba 3,300sqft custom tuscan home with peerless views of the bay, ocean and city bordering Kate Sessions Park in La Jolla.



Del Mar

Walk to quaint Del Mar Village and one block to the beach. Classically designed four bedroom beachside home with unmatched ocean and sunset views .



Del Mar

Ocean front unit with unparalleled, unobstructed ocean views spanning from La Jolla to Catalina. Perfection at the Beach, Fletcher Cove, Dog Beach, Shops.



La Jolla

Birdrock, La Jolla Starbucks shopping center. This very turnkey property with NNN leases and high Cap rate is a highly desirable investment



North Park

Corner properties, mixed use retail, apartments, commercial space and single family home. Tremendous upside potential



Sorrento Valley

Beautifully Upgraded. 2 conference rooms. Workrooms. 1st Floor Private Offices 5. 2nd Floor Private Offices 10, Portable Cubicles 8. Ample Parking.



Pacific Beach

Triplex in desirable Crown Point. less than 2 blocks to the Bay, 9 blocks to the Beach & PB Boardwalk. Detached home in the front & 2 town home style units.



Pacific Beach

Spacious Duplex in North Mission Beach, steps from the bay. Great vacation rental history during May, June, July, Aug, Holidays & New Years.



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La Jolla, Mixed Use



Del Mar, Grand Ave



La Jolla, Sea Lane



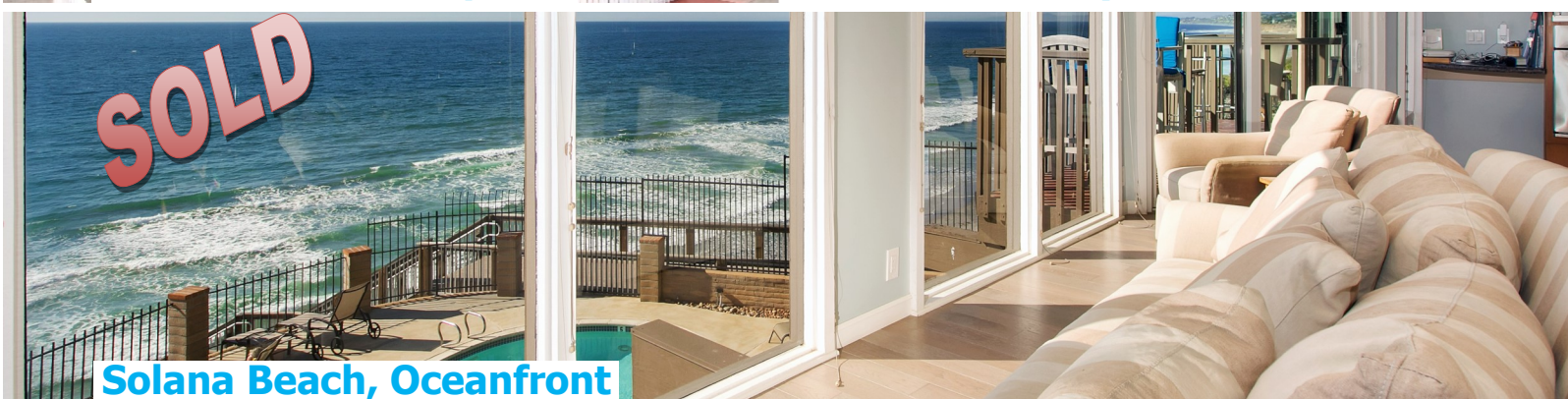
La Costa, Avenida Del Paraiso



Pacific Beach, Duplex



Sorrento Valley, Office / Warehouse



Solana Beach, Oceanfront

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.

Cancelled & Expired

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

Acquisitions

Find your next home or investment property.

Preview a variety of properties for sale. Ask us for a personal tour.

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

Contact Us

We're always available to help.



Coastal Pacific REAL ESTATE

Contact Us to Evaluate Your Options

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Web: CoastalPacificRE.com/Contact

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