

WHAT MATTERS TO YOU,
**MATTERS
EVEN MORE**
TO US.

[**SELLERS** BOOKLET]



WANNEBO
REAL ESTATE GROUP

ADDRESS	CITY	ADDRESS	CITY
3645 Aragon	San Diego	804 N Rios Avenue	Solana Beach
7722 Nightingale Way	San Diego	6610 Canopy Ridge Lane	Sorrento Valley
2744 B Street 208	San Diego	9825 Genesee Avenue	Sorrento Valley
4222 Menlo 4	San Diego	8980 Lamar Street	Spring Valley
4519 Patria Drive	San Diego	8866 Lamar Street	Spring Valley
2849 A Street 9	San Diego	1129 Paraiso Ave	Spring Valley
4843 Collwood Blvd B	San Diego	3123 Pointe Pkwy	Spring Valley
1616 Sagewood Way	San Marcos	10846 Buggywhip Drive	Spring Valley
920 La Sombra	San Marcos	9645 Caminito De Maria	Spring Valley
1526 Grandon Ave	San Marcos	3557 Kenora 32	Spring Valley
1204 Corte Encanto	San Marcos	10235 Madrid Way 159	Spring Valley
1411 Leslie Court	San Marcos	4524 Highland Avenue	Talmadge
866 Via La Vente	San Marcos	4540 Highland Avenue	Talmadge
1663 Medinah Road	San Marcos	4571 Highland Avenue	Talmadge
203 Woodland Parkway 240	San Marcos	25265 Carancho Road	Temecula
452 Merlot Avenue	San Marcos	25265 Carancho Road	Temecula
563 Dundee Lane	San Marcos	31255 Hickory Place	Temecula
803 Avenida Codorniz	San Marcos	4874 Seda Drive	Tierrasanta
1050 Tesoro Avenue	San Marcos	4034 Risa Court	Tierrasanta
858 Via La Venta	San Marcos	10757 Cariuto Court	Tierrasanta
1160 Caminito Amarillo	San Marcos	4434 Calle De Vida	Tierrasanta
1251 Elfin Forest Road E	San Marcos	11090 Corte Playa Merida	Tierrasanta
1646 Sunnyside Ave	San Marcos	10554 Esmeraldas Drive	Tierrasanta
1679 Trenton Way	San Marcos	11074 Portobelo	Tierrasanta
257 Aurora Avenue	San Marcos	6232 Stresemann Street	University City
290 Trilogy Street	San Marcos	3286 Mercer Lane	University City
3239 Linda Vista Drive	San Marcos	3969 Mahaila Avenue	University City
3942 Lonita Way	San Marcos	7954 Caminito Dia	University City
633 Beverly Place	San Marcos	7983 Playmor Terrace	University City
1591 Loma Alta Drive	San Marcos	3520 Lebon Drive	University City
719 Leeward Avenue	San Marcos	4411 Caminito Sana	University City
771 Hatfield	San Marcos	7979 Caminito Dia 3	University City
3254 Wittman Way	San Ysidro	4016 Caminito Suero	University City
10063 Bilteer Court	Santee	3520 Lebon Drive 5125	University City
1409 Katie Lane	Santee	4190 Caminito Terviso	University City
10210 Brightwood Lane 4	Santee	9575 Easter Way 6	University City
10261 Santana	Santee	7248 Florey Street	University City
9948 N Magnolia	Santee	3525 Lebon Dr 304	University City
9421 E Heaney	Santee	9612 Caminito Del Feliz 28	University City
9856 Shirley Gardens Drive	Santee	7983 Camino Huerta	University City
8571 Dortha Court	Santee	3941 Nobel Drive 162	University City
4216 Parkside Place	Santee	4235 Porte De Merano 105	University City
9405 Carlton Oaks Drive F	Santee	4484 Eastgate Mall 8	University City
9014 Northcote Road	Santee	7405 Charmant Drive 2313	University City
8623 La Butte Lane	Santee	4541 Florida 102	University Heights
8571 Placid View	Santee	1727 Mission Cliff Drive	University Heights
10586 Kerrigan	Santee	14575 Cool Valley Ranch Road	Valley Center
11406 Normanton Way	Scripps Miramar	28516 Spyglass	Valley Center
12412 Mesa Vista Place	Scripps Ranch	15260 Paso Robles Place	Valley Center
11449 Eastview Court	Scripps Ranch	31551 Stardust Lane	Valley Center
12218 Misty Blue Court	Scripps Ranch	1517 W Knapp Drive	Vista
10020 Scripps Vista Way 69	Scripps Ranch	3025 Shale Rock Road	Vista
12675 Fairbrook Road	Scripps Ranch	1767 Alta Vista Drive	Vista
11673 Wills Creek Road	Scripps Ranch	1414 Independence Way	Vista
10285 Rookwood Drive	Scripps Ranch	1394 Palomar Place	Vista
9899 Scripps Westview Way 244	Scripps Ranch	666 Bel Air Drive W	Vista
11821 Miro Circle	Scripps Ranch	1164 Madera Lane	Vista
11856 Miro Circle	Scripps Ranch	1620 York Drive 1/3	Vista
3456 Castle Glen Dr	Serra Mesa	334 Durian Street	Vista
2801 W Canyon Avenue	Serra Mesa	740 Silver Drive	Vista
3454 Castle Glen Drive 110	Serra Mesa	693 Ascot Drive	Vista
2970 Marathon Drive	Serra Mesa	2048 Sequoia Crest	Vista
8713 Encino Avenue	Serra Mesa	1971 Cherrywood Street	Vista
532 Via De La Valle	Solana Beach	1601 Countryside Drive	Vista
803 Highland Drive	Solana Beach	32118 Cerrada Del Coyote	Warner Springs
339 S Granados Avenue	Solana Beach	36372 Winter Cherry Road	Winchester

RECENT SALES



In today's competitive market, we understand that selling your home can come with its challenges. Nevertheless, hundreds of homes are sold each week in the San Diego area. An important factor to this success is choosing the right agent... someone you trust!

WHEN YOU **ENTRUST US** TO SELL YOUR HOME...
WHAT MATTERS TO US IS YOUR **FULL SATISFACTION.**

Take a look inside and see:

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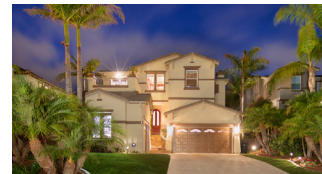
OUR SUCCESS STORIES



Sold with Multiple Offers, in 7 Days, \$50K Over Asking! Highest Price Per Square Foot for Resale in Watermark!



Sold in 7 Days, \$87K Over Asking! Highest Price Per Square Foot in Monte Claire in 12 Years!



Sold with Multiple Offers in Just 4 Days, \$50K Over Asking Price!



Sold with Multiple Offers in 6 Days. Highest Sale in Portico EVER! First Portico to Sell for Over \$1M!



Listed with 2 Other Agents for 243 days. We Listed at Same Price and Sold in 4 Days!



Seven Offers, Sold for \$51K Over List Price in 6 Days!



Sold in 8 Days with Multiple Offers for \$26K Over List Price!



Sold with Multiple Offers in 12 Days for \$17K Over List Price!



Sold for \$30K Over List Price, with Multiple Offers in 10 Days! 5th Home in a ROW We Have Sold on This Street!



Sold with Multiple Offers, \$25K Over Asking, Highest Price Per Square Foot in Carmel Country Highlands in Over a Year!



Sold with Multiple Offers in 5 Days, for \$51K Over Asking!



Sold with Multiple Offers in 8 Days, for \$92K Over List Price!



Sold for \$40K Over List, in 7 Days with Multiple Offers!



Sold for \$65K Over Asking in 7 Days!



Sold for \$35K Over Asking in 5 Days!



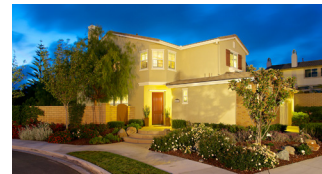
Found Clients Off Market Property, Negotiated \$21K Price Reduction!



Sold in 3 Days for \$15K Over List with Multiple Offers!



Sold for \$35K Over List Price with Multiple Offers!



Multiple Offers. Highest Price Per Sq Ft in Area - EVER!



Got Client's Property \$29K below Asking Price and Negotiated Additional \$20K Repair Credit.



Highest Sale Ever in Torrey View by \$36K! \$150K Over Most Recent Sale, Sold in 8 Days Over Asking!



Listed with Another Agent for 187 Days, We Sold in 22 Days!



Sold in 9 Days with Multiple Offers for \$25K Over Asking Price!



Highest Sale EVER in The Pines! \$31K Over List Price!



Sold in 4 Days with Multiple Offers, Highest Price EVER in Coral Cove!



Sold with Multiple Offers, \$50K Over List in 7 Days!



Sold with Multiple Offers in 8 Days for \$22K Over List Price!



Sold with Multiple Offers in 8 Days, \$26K Over List.

RECENT SALES

ADDRESS	CITY	ADDRESS	CITY
509 Calle Montecito 48	Oceanside	16751 Air Mail Lane	Ramona
1144 Sunbriht Drive	Oceanside	22142 San Vicente Road	Ramona
5080 Avenida De La Plata	Oceanside	819 Alice Street	Ramona
648 Mosaic	Oceanside	1326 Ashley	Ramona
2622 Hope Street	Oceanside	10237 Paseo De Linda	Rancho Bernardo
300 Isthmus Way 7	Oceanside	17081 W Bernardo Drive	Rancho Bernardo
1260 Natoma Way D	Oceanside	11491 Poblado	Rancho Bernardo
3520 Paseo De Los Americanos 99	Oceanside	17021 Castello	Rancho Bernardo
1652 Avenida Guillermo	Oceanside	14756 Valle Del Sur Court	Rancho Bernardo
830 Mimosa Court	Oceanside	10429 Whitcomb Way 126	Rancho Bernardo
5058 Tyler Street	Oceanside	18370 Reata Way	Rancho Bernardo
3622 Frenzel Circle	Oceanside	18826 Caminito Pinero	Rancho Bernardo
2806 College Boulevard	Oceanside	18826 Caminito Cantilena 109	Rancho Bernardo
2205 Saratoga Street	Oceanside	9316 Fostoria Court	Rancho Bernardo
1558 Prima Vera	Oceanside	12253 Oakview Way	Rancho Bernardo
5605 Friars Road 290	Old Town Sd	9792 Tallus Glen	Rancho Bernardo
5895 Friars Road 5212	Old Town Sd	12618 Caminito Rosita	Rancho Bernardo
3502 Pringle Street 306	Old Town Sd	8332 Kern Crescent	Rancho Bernardo
1124 Eureka Street 36	Old Town Sd	7658 Via Cortona	Rancho Bernardo
5988 Cirrus Street	Old Town Sd	16424 Avenida Venusto A	Rancho Bernardo
1491 Paseo Aurora	Otay Mesa	16810 Silver Crest Drive	Rancho Bernardo
414 Vista Santa Rita	Otay Mesa	12027 Alta Carmel Court 241	Rancho Bernardo
4564 Casa Del Sol	Otay Mesa	10233 Sienna Hills Drive	Rancho Bernardo
790 Portside 71	Otay Mesa	16916 Hutchins Landing 65	Rancho Bernardo
3786 Standway	Pacific Beach	9416 Black Hills Court	Rancho Peñasquitos
4053 Honeycutt	Pacific Beach	10303 Azuaga 12	Rancho Peñasquitos
1009 Tourmaline Street	Pacific Beach	9585 Vista Secunda	Rancho Peñasquitos
1130 Pacific Beach Drive	Pacific Beach	14209 Bourgeois	Rancho Peñasquitos
1830 Thomas Avenue	Pacific Beach	9939 Azuaga H102	Rancho Peñasquitos
3867 Kendall Street	Pacific Beach	14734 Peñasquitos Drive	Rancho Peñasquitos
2982 Bayside Walk	Pacific Beach	13086 Old West Avenue	Rancho Peñasquitos
2366 Chalcedony St	Pacific Beach	13283 Rancho Penasquitos Blvd J101	Rancho Peñasquitos
5051 La Jolla Boulevard 201	Pacific Beach	13339 Caminito Ciera 83	Rancho Peñasquitos
3849 Shasta Street 3	Pacific Beach	13407 Salmon River Road	Rancho Peñasquitos
879 Agate Street 2	Pacific Beach	12311 Mannix Road	Rancho Peñasquitos
3993 Jewell Street A6	Pacific Beach	8108 Via Panacea	Rancho Peñasquitos
4015 Crown Point Drive 207	Pacific Beach	8644 Creekwood Lane	Rancho Peñasquitos
4786 Ingraham Street	Pacific Beach	11218 Linares Street	Rancho Peñasquitos
2609 Pico Place 221	Pacific Beach	9454 Oviedo Street	Rancho Peñasquitos
3821 Kendall Street	Pacific Beach	11444 Via Rancho San Diego 161	Rancho San Diego
1477 Chalcedony Street	Pacific Beach	11519 Fury Lane 69	Rancho San Diego
840 Turquoise Street 212	Pacific Beach	1477 E Lexington Avenue	Rancho San Diego
1814 Grand Avenue	Pacific Beach	1515 Willow Bend Drive	Rancho San Diego
2329 Hampstead Way	Paradise Hills	1707 Merlyn	Rancho San Diego
1367 Manzana	Paradise Hills	1924 Dehesa Rd.	Rancho San Diego
6035 Parkside	Paradise Hills	5668 Linea Del Cielo	Rancho Santa Fe
2588 Manzana Way	Paradise Hills	18172 Avenida Orilla	Rancho Santa Fe
3225 Newell Street 1	Point Loma	14046 Via Marcala	Rancho Santa Fe
3225 Newell Street 2	Point Loma	13069 Evening Creek Drive South 59	Sabre Springs
3558 Macaulay Street	Point Loma	13118 Wimberly Square 79	Sabre Springs
2676 Worden 65	Point Loma	13373 Gabilan Road	Sabre Springs
12350 Buckskin Trail	Poway	11979 Caneridge Road	Sabre Springs
13027 Ashgate	Poway	8641 Lake Murray Blvd	San Carlos
13062 Cree Drive	Poway	8711 Navajo Road	San Carlos
13407 Powers	Poway	7231 Barker Way	San Carlos
13849 Granville Drive	Poway	8058 Tommy Drive	San Carlos
14525 Kittery Street	Poway	6374 Arms Lake Avenue	San Carlos
15110 Hesta Street	Poway	8733 Lake Murray Blvd 4	San Carlos
16295 Woodson View Road	Poway	6926 Mohawk Street	San Diego
16427 Martincoit Road	Poway	4570 54th Street	San Diego
17008 Iron Mountain Drive	Poway	5985 Dandridge Ln	San Diego
17288 Rising Dale Way	Ramona	3838 Jodi Street	San Diego
16502 Dartolo	Ramona	6429 Richard Street	San Diego
724 Amigos	Ramona	6268 Streamview Drive	San Diego
716 8th Street	Ramona	5020 Date	San Diego
618 Steffy	Ramona	3645 Aragon	San Diego

SOLD & SATISFIED: BECAUSE YOU MATTER

100% SALES PRICE RATIO FOR 2018!

THANK YOU TO OUR PAST CLIENTS FOR TRUSTING US WITH THEIR MOST IMPORTANT NEGOTIATION

ADDRESS	CITY	ADDRESS	CITY
939 Coast Blvd	La Jolla	10792 Caminito Bravura	Mission Valley
2442 Soledad Court	La Jolla	6780 Friars Road 256	Mission Valley
8352 Gilman Drive	La Jolla	8039 Caminito De Pizza K	Mission Valley
8686 Via Mallorca E	La Jolla	1317 Caminito Gabaldon A	Mission Valley
4145 Ponce De Leon Drive	La Mesa	2050 Camino De La Reina 207	Mission Valley
5350 Baltimore Drive	La Mesa	2186 Gill Village Way 711	Mission Valley
8220 Vincetta	La Mesa	2226 Gill Village Way 303	Mission Valley
4201 Woodland Drive	La Mesa	6416 Friars Road 112	Mission Valley
7175 Purdue Avenue	La Mesa	2872 Villas Way	Mission Valley
10006 Country View Road	La Mesa	510 Camino De La Reina 231	Mission Valley
4281 Lowell Street 23	La Mesa	5958 Rancho Mission Road 201	Mission Valley
8805 Fabienne	La Mesa	6171 Rancho Mission Road 203	Mission Valley
5430 Baltimore 43	La Mesa	10767 San Diego Mission Road 210	Mission Valley
4829 La Cruz Drive	La Mesa	10767 San Diego Mission Road 312	Mission Valley
5580 Lake Park 18	La Mesa	10797 San Diego Mission Road 101	Mission Valley
5068 Pine	La Mesa	8355 Station Village Lane 4317	Mission Valley
3463 Trophy	La Mesa	5938 Rancho Mission Road 132	Mission Valley
5714 Baltimore Drive 497	La Mesa	10325 Caminito Cuervo 182	Mission Valley
12553 Mapleview St	Lakeside	9485 La Cuesta Drive	Mt Helix
9739 Winter Gardens 1	Lakeside	9883 Grandview Drive	Mt Helix
9739 Winter Gardens 3	Lakeside	9902 Sierra Vista	Mt Helix
9127 Calle Lucia	Lakeside	23585 Brigin Place	Murrieta
10380 Aquilla Place	Lakeside	24321 Via Las Junitas	Murrieta
8186 Lemon Grove Way	Lemon Grove	1410 Meadow Drive	National City
2210 Saint Croix	Lemon Grove	502 Rose Drive	National City
2125 Berryland Ct	Lemon Grove	4517 38th Street	Normal Heights
1451 Madera	Lemon Grove	4658 Vista Street	Normal Heights
6955 San Miguel Avenue	Lemon Grove	4565 33rd Street	Normal Heights
2453 Edding Drive	Lemon Grove	5118 Marlborough	Normal Heights
8215 Vernier	Lemon Grove	4485 Wilson Ave	Normal Heights
7090 Mount Vernon	Lemon Grove	4632 Felton Street 4	Normal Heights
3525 Grove 213	Lemon Grove	3449 Adams Avenue 9	Normal Heights
1535 Northrim Court	Linda Vista	4665 35th Street	Normal Heights
3675 Mariesta Drive	Linda Vista	4262 Wilson Ave	North Park
6921 Beagle Street	Linda Vista	4062 Cherokee Avenue	North Park
3671 Mount Ashmun	Linda Vista	2505 Boundary Street	North Park
3735 Mount Everest	Linda Vista	3009 Myrtle Avenue	North Park
30317 Twain Drive	Menifee	3405 Florida 204	North Park
31250 E Pointe Court	Menifee	4256 Cherokee Avenue 5	North Park
11051 Berryknoll Street	Mira Mesa	3950 Ohio Street 305	North Park
11525 Caminito La Bar	Mira Mesa	4180 Louisiana Street 3J	North Park
8908 Westmore Road	Mira Mesa	3960 Arizona Street 2	North Park
8727 Westmore 9	Mira Mesa	4041 Kansas Street 6	North Park
11168 Kelowna 39	Mira Mesa	4036 Utah Street 1	North Park
11570 Caminito La Bar 100	Mira Mesa	3649 Louisiana Street 106	North Park
11525 Caminito La Bar 55	Mira Mesa	3935 Oregon 3	North Park
10151 Hendricks Court	Mira Mesa	4520 Pescadero Ave	Ocean Beach
8959 Canis Lane	Mira Mesa	4428 Point Loma	Ocean Beach
11147 Avenida Del Gato	Mira Mesa	4452 Mentone Street 104	Ocean Beach
8265 Gold Coast Drive 1	Mira Mesa	2251 Worden 10	Ocean Beach
10459 Manila Avenue	Mira Mesa	4494 Mentone Street 8	Ocean Beach
10006 Maya Linda Road 5105	Mira Mesa	510 Calle Montecito	Oceanside
8768 Friant Street	Mira Mesa	5190 Cobalt Way	Oceanside
9468 Compass Point Drive S 5	Mira Mesa	397 Stage Coach Road	Oceanside
10945 Decatur Road	Mira Mesa	338 Luiseno Avenue	Oceanside
11530 Caminito La Bar 124	Mira Mesa	4016 Ivey Vista Way	Oceanside
9415 Gold Coast Drive B5	Mira Mesa	2200 Fire Mountain Drive	Oceanside
7941 Dancy Road	Mira Mesa	3951 Shenandoah	Oceanside
3009 Columbia Street	Mission Hills	4228 Vista Del Rio	Oceanside
1425 Glenwood	Mission Hills	4516 Goldfinch	Oceanside
2850 Reynard Way 29	Mission Hills	445 Ernest	Oceanside
3485 Reynard C	Mission Hills	2317 Bliss Circle	Oceanside
1254 Robinson Avenue 7	Mission Hills	3403 Northwood	Oceanside
4346 Campus Avenue 203	Mission Hills	514 Calle Montecito 80	Oceanside
6780 Friars Rd	Mission Valley	1826 Stewart	Oceanside
5906 Caminito Deporte	Mission Valley	802 Sea Cliff	Oceanside

RECENT SALES



WE ACHIEVE WHAT OTHERS CAN'T TRACK RECORD MATTERS

Our Average Sales Price to List Price is **99.94%***

*Based on MLS history from 01/17/2019. Over 1,200 properties sold and \$611 million in volume.

Number of Agents Hired Before **WREG: 1**

Number of Days on the Market with those Agents: **176 Days**

WREG Success: Multiple Offers, Sold \$65k Over List Price Before It Ever Hit MLS!

\$1,085,000 **0 DAYS!**

Number of Agents Hired Before **WREG: 1**

Number of Days on the Market with those Agents: **103 Days**

WREG Success:

\$1,160,000 **15 DAYS!**

Number of Agents Hired Before **WREG: 1**

Number of Days on the Market with those Agents: **166 Days**

WREG Success:

\$1,200,000 **16 DAYS!**

Number of Agents Hired Before **WREG: 1**

Number of Days on the Market with those Agents: **32 Days**

WREG Success: Sold for \$17k Over List After We Raised the Price by \$14k!

\$1,066,000 **6 DAYS!**

Number of Agents Hired Before **WREG: 2**

Number of Days on the Market with those Agents: **92 Days**

WREG Success:

\$975,000 **18 DAYS!**

Number of Agents Hired Before **WREG: 1**

Number of Days on the Market with those Agents: **92 Days**

WREG Success: Sold for \$41k Over List!

\$900,000 **4 DAYS!**

Number of Agents Hired Before **WREG: 1**

Number of Days on the Market with those Agents: **79 Days**

Multiple Offers! \$6k over asking

WREG Success:

\$795,000 **4 DAYS!**

Number of Agents Hired Before **WREG: 2**

Number of Days on the Market with those Agents: **243 Days**

Multiple Offers!

WREG Success:

\$945,000 **4 DAYS!**

SHOWCASE PROPERTIES: TRACK RECORD MATTERS



OUR TEAM

WHO YOU WORK WITH MATTERS

Kurt Wannebo • BROKER ASSOCIATE | CEO

“Broker Kurt”, is the CEO of the Wannebo Real Estate Group. He started his own company in 2005 and quickly became one of the top 1% of real estate agents in San Diego County. His team now closes and sells hundreds of homes a year, and in 2012, made the top 10 list in sales for San Diego County. Not only that but has amassed hundreds of online client testimonials and 5 star reviews, talking about their excellent experience with his team and services. In 2012 he made the list of the Wall Street Journals’ Top 250 Agent, and ranked #1 in San Diego for agent team transactions. Broker Kurt, has also traveled all over the country training other real estate agents, and speaking at notable seminars of up to 3000 agents at a time. Broker Kurt is regularly featured in the San Diego Union Tribune as a real estate expert, and has been interviewed for news articles on TV, radio shows, webcasts, and global real estate trainers. Broker Kurt has a large team of agents comprising of administration staff, marketing staff, and seller and buyer specialists, to help with every part of the real estate process.

- Ranked** ONE OF THE TOP AGENT TEAMS IN THE COUNTRY BY REAL TRENDS / WALL STREET JOURNAL 2013-2018
- Ranked Top 10** AGENT IN SAN DIEGO OF 22K+ AGENTS 2012 - 2018 (VOLUME)
- Over 1,200+** HOMES SOLD IN THE PAST 15 YEARS
- Ranked #1** TEAM FOR 92130 TRANSACTIONS CLOSED 2014 - 2018
- Over 100+** TRANSACTIONS A YEAR IN SAN DIEGO 2012 - 2018
- Over 500+** 5 STAR ONLINE REVIEWS! (GOOGLE, YELP, ZILLOW & FACEBOOK)

RECENT SALES

ADDRESS	CITY	ADDRESS	CITY
5837 Gablewood Way	Carmel Valley	12554 Melrose Place	El Cajon
5525 Caballos Place	Carmel Valley	1380 E Washington 16W	El Cajon
10678 Village Haven Trail 112	Carmel Valley	1267 Oakdale B	El Cajon
12676 Caminito Radiante	Carmel Valley	1357 Peach	El Cajon
5753 Heather Run Court	Carmel Valley	610 Sun Meadow	El Cajon
5707 Cape Jewel Trail	Carmel Valley	1361 Helix View Drive	El Cajon
5793 Blazing Star Lane	Carmel Valley	886 Denise Lane	El Cajon
12619 El Camino Real B	Carmel Valley	882 S Lincoln Avenue	El Cajon
3936 Lago di Grata Circle	Carmel Valley	1360 Somermont Drive	El Cajon
11131 Corte Mar De Cristal	Carmel Valley	1537 Drell Court	El Cajon
5002 Pearlman Way	Carmel Valley	1649 Chatsbury Street	El Cajon
6031 Roselle Meadows Trail	Carmel Valley	1721 Peerless Drive	El Cajon
13580 Lopelia Meadows Place	Carmel Valley	1752 Terrace Hill Drive	El Cajon
1325 Caminito Capistrano	Chula Vista	6933 Bullock Drive	Encanto
640 Beech Ave	Chula Vista	1936 Paradise Street	Encanto
1545 Hunters Glen Avenue	Chula Vista	342 Billow Drive	Encanto
1281 Positas	Chula Vista	257 Woodway Court	Encanto
2282 Shiney Stone Lane	Chula Vista	101 Solace	Encinitas
25 H St	Chula Vista	1386 Blue Heron Avenue	Encinitas
753 Caminito Valiente	Chula Vista	1414 Bella Azul Court	Encinitas
534 Georgetown D	Chula Vista	721 Snapdragon	Encinitas
2289 Huntington Point 151	Chula Vista	1731 Olivenhain Road	Encinitas
4950 Providence Road	Clairemont	948 Olive Crest	Encinitas
4716 Lana Lane	Clairemont	1330 Sierra Linda Drive	Escondido
2760 Ariane Drive	Clairemont	29717 Gracilior Drive	Escondido
2756 Ariane Drive #131	Clairemont	323 Tesoro Glen	Escondido
3306 Moraga Place	Clairemont	2830 Calle De Malibu	Escondido
5031 Genesee Avenue	Clairemont	2130 Lemon Ave	Escondido
5252 Balboa Arms Drive	Clairemont	642 El Norte Hills Place	Escondido
4127 Seri Street	Clairemont	1020 S Rose	Escondido
4941 Gallatin Way	Clairemont	10260 Spruce Woodlands Way	Escondido
3328 McGraw Street	Clairemont	127 N Hayden Drive	Escondido
4092 Clairemont Drive	Clairemont	3515 Via Loma Vista	Escondido
4771 Seaford Place	Clairemont	1975 La Brea	Escondido
4862 Mount La Platta Drive	Clairemont	1771 Paradise	Escondido
5252 Balboa Arms Drive 217	Clairemont	1366 Wicker	Escondido
5820 Hampton Court	Del Cerro	1932 Buckskin Glen	Escondido
7220 Park Ridge 101	Del Cerro	3120 Ferncreek	Escondido
5442 Adobe Falls Road 6	Del Cerro	9996 W Lilac	Escondido
5691 Adobe Falls Road D	Del Cerro	1868 Villa Del Dios Glen	Escondido
5483 Adobe Falls Road 11	Del Cerro	2026 Santa Ysabel Glen	Escondido
6156 Caminito Sacate	Del Cerro	1057 Landavo Drive	Escondido
5533 Adobe Falls Road 15	Del Cerro	3294 Beven Drive	Escondido
5442 Adobe Falls Road 1	Del Cerro	2489 Wintergreen Lane	Fallbrook
3518 Mission Mesa Way	Del Cerro	494 Highland Oaks Lane	Fallbrook
5523 Adobe Falls Road 11	Del Cerro	333 Woodcrest Lane	Fallbrook
7677 Mission Gorge Road 123	Del Cerro	3304 Sol Vista	Fallbrook
00000 Mango Way 006097 Lot 29	Del Mar	1490 Essex Street	Hillcrest
14030 Mira Montana Drive	Del Mar	4077 3rd Avenue 108	Hillcrest
350 11th Avenue	Downtown SD	3980 8th Avenue 307	Hillcrest
575 6th Avenue	Downtown SD	1270 Cleveland Avenue 113	Hillcrest
2445 Brant Street	Downtown SD	728 Iris Avenue	Imperial Beach
1940 3rd Avenue	Downtown SD	708 Ocean Lane	Imperial Beach
1150 J 322	Downtown SD	1279 11th Street	Imperial Beach
1050 Island Avenue 326	Downtown SD	1239 Delaware Street	Imperial Beach
425 W Beech Street 228	Downtown SD	81359 Camino Los Milagros	Indio
2244 2nd Avenue 35	Downtown SD	14755 Bonita Vista Way	Jamul
1240 India Street 2003	Downtown SD	2276 Whispering Pines Drive	Julian
1750 Kettner Boulevard 410	Downtown SD	7574 Gibraltar Street D	La Costa
425 W Beech Street 417	Downtown SD	3251 Rancho Companero	La Costa
13639 Piping Rock Lane	El Cajon	7056 Sitio Caliente	La Costa
612 Verdin	El Cajon	6705 Xana Way	La Costa
1646 Granite Hills	El Cajon	6838 Via Verano	La Costa
706 Taft	El Cajon	7558 Circulo Sequoia	La Costa
859 Friendly	El Cajon	3296 Via Alicante	La Jolla

SOLD & SATISFIED: BECAUSE YOU MATTER



ADDRESS	CITY	ADDRESS	CITY
2571 Victoria Circle	Alpine	4156 Twilight Ridge	Carmel Valley
3922 Carveacre Road	Alpine	6167 Blue Dawn Trail	Carmel Valley
3403 Camino Chelsea	Alpine	11180 Corte Cangrejo	Carmel Valley
2763 Penrose Street	Bay Park	11350 W San Raphael Driveway	Carmel Valley
2679 Penrose Street	Bay Park	13387 Wyngate Point	Carmel Valley
4315 Asher Street	Bay Park	10683 Senda Acuario	Carmel Valley
40501 Old Highway 80	Boulevard	5022 Sterling Grove Lane	Carmel Valley
2584 Gladiola Drive	Campo	10712 Stallions Lane	Carmel Valley
923 Nobley Street	Cardiff By The Sea	3855 Elijah Court 738	Carmel Valley
1216 Caminito Septimo	Cardiff By The Sea	11225 Corte Isabelino	Carmel Valley
930 Hawthorne	Carlsbad	11679 Tierra Del Sur	Carmel Valley
7381 Calle Conifera	Carlsbad	5189 Greenwillow Lane	Carmel Valley
2310 Altisma Way	Carlsbad	5419 Carmel Knolls Drive	Carmel Valley
111 Tamarack 205	Carlsbad	10627 Gingerwood Cove	Carmel Valley
3733 Bergen Peak	Carlsbad	12588 Carmel Creek Road 18	Carmel Valley
610 Coral Reef Avenue	Carlsbad	5476 Foxhound Way	Carmel Valley
111 W Tamarack 204K	Carlsbad	4144 Twilight Ridge	Carmel Valley
6918 Waters End Drive	Carlsbad	5476 Foxhound Way	Carmel Valley
5411 Foxtail Loop	Carlsbad	5287 Sandhill Terrace	Carmel Valley
6983 Waters End Drive	Carlsbad	11363 Fairwind Court	Carmel Valley
2550 Discovery Road	Carlsbad	5595 Corum Court 21	Carmel Valley
3520 Bedford Circle	Carlsbad	7584 Mona Lane	Carmel Valley
6803 Urubu Street	Carlsbad	3537 Caminito El Rincon 258	Carmel Valley
2679 Coventry Road	Carlsbad	5583 Corum Court 18	Carmel Valley
10392 Rancho Carmel Drive	Carmel Mountain Ranch	13440 Tiverton Road	Carmel Valley
11128 Provencal Place	Carmel Mountain Ranch	12654 Carmel Country Road 92	Carmel Valley
10340 Rancho Carmel Drive 78	Carmel Mountain Ranch	4213 Corte de la Siena	Carmel Valley
11955 Tivoli Park 6	Carmel Mountain Ranch	3550 Caminito El Rincon 63	Carmel Valley
14978 Avenida Venusto 54	Carmel Mountain Ranch	5775 Brittany Forrest Lane	Carmel Valley
3306 Windbreak Court	Carmel Valley	11023 Cloverhurst Way	Carmel Valley
4176 Calle Isabelino	Carmel Valley	5216 Great Meadow Drive	Carmel Valley
3715 Ruelle De Ville	Carmel Valley	4905 Caminito Exquisito	Carmel Valley
12412 Carmel Cape	Carmel Valley	4888 Bridle Ridge Court	Carmel Valley
3550 Caminito El Rincon	Carmel Valley	4725 Tarantella Lane	Carmel Valley
4663 Rancho Laguna Bend	Carmel Valley	12988 Caminito Bautizo	Carmel Valley
11432 Honey Ridge	Carmel Valley	13179 Winstanley Way	Carmel Valley
10734 Cherry Hill Drive	Carmel Valley	10674 Briarlake Woods Drive	Carmel Valley
3672 Torrey View Court	Carmel Valley	10578 Gaylemont Lane	Carmel Valley
3835 Elijah Court	Carmel Valley	12374 Carmel Country Road 306	Carmel Valley
4565 Saddle Mountain Court	Carmel Valley	13250 Benchley Road	Carmel Valley
4164 Twilight Ridge	Carmel Valley	11375 Mustang Ridge Drive	Carmel Valley
13558 Hyacinth Hills Way	Carmel Valley	12360 Carmel Country Road 105	Carmel Valley
13598 Hyacinth Hills Way	Carmel Valley	6178 Blue Dawn Trail	Carmel Valley
13512 Scarlet Sage Trail	Carmel Valley	4915 Almondwood Way	Carmel Valley
4152 Twilight Ridge	Carmel Valley	5065 Caminito Exquisito	Carmel Valley
4160 Twilight Ridge	Carmel Valley	13501 Tiverton Road	Carmel Valley
4042 Lago Di Grata Circle	Carmel Valley	4668 Corte Mar Del Corazon	Carmel Valley
12570 Carmel Creek Road	Carmel Valley	12580 Carmel Creek Road 50	Carmel Valley
13323 Kibblings Road	Carmel Valley	12830 Seabreeze Farms Drive	Carmel Valley
12501 El Camino Real Unit D	Carmel Valley	5863 Cape Jewel Trail	Carmel Valley
4352 Mensha Place	Carmel Valley	3572 Torrey View Court	Carmel Valley
4588 Campobello Street	Carmel Valley	5555 Gamay Way	Carmel Valley
3951 Corte Mar De Brisa	Carmel Valley	5779 Gablewood Way	Carmel Valley
3650 Carmel View Road	Carmel Valley	12524 Caminito Vista Soledad	Carmel Valley
3956 Lago Di Grata Circle	Carmel Valley	4806 Yearling Glen Road	Carmel Valley
13556 Bolero Way	Carmel Valley	4683 Terraza Mar Marvelosa	Carmel Valley
13429 El Presidio Trail	Carmel Valley	3666 Carmel View Road	Carmel Valley
11211 Carmel Creek Road #1	Carmel Valley	3745 Carmel View Road 6	Carmel Valley
5148 Great Meadow Drive	Carmel Valley	12898 Ralston Circle	Carmel Valley
6264 Golden Lily Way	Carmel Valley	10801 Calle Mar De Mariposa	Carmel Valley
3656 Ruelle De Ville	Carmel Valley	12680 Intermezzo Way	Carmel Valley
5087 McGill Way	Carmel Valley	13568 Zinnia Hills Place	Carmel Valley
10637 Gracewood Place	Carmel Valley	3644 Torrey View Court	Carmel Valley
13562 Zinnia Hills Place	Carmel Valley	13388 Wyngate Point	Carmel Valley
11227 Camel Creek Road	Carmel Valley	4238 Kerwood Court	Carmel Valley

RECENT SALES



Felicia Jerbasi | LISTING SPECIALIST

Felicia has been a licensed Realtor since 2004 with a broad spectrum of knowledge and experience working with sellers. She has successfully listed, negotiated and sold/closed hundreds of transactions working for the Wannebo Real Estate Group, handling all aspects of the transactions from start to finish to include listing the property, staging, marketing, bringing the most buyers possible to their home for the highest possible price, negotiating and working with buyers and buyers agents. Born and raised outside of Philadelphia, PA Felicia moved to San Diego in 1996 after graduating from Villanova University. Felicia prides herself on putting her client's needs first and always being "connected." She wants to have a strong connection with her clients from the start, making sure they understand the buying/selling process from beginning to end and are educated on the current Real Estate market in San Diego.



Nicole Furlong | LISTING SPECIALIST

Nicole has worked in sales and customer service for the past 15 years honing her skills in Real Estate since moving to San Diego a decade ago. Realizing that buying and/or selling a home is often one of the biggest decisions that a person can make, Nicole takes the responsibility and fiduciary duty of representing a client seriously while focusing on the specific needs of each and every individual. Nicole relies on her administrative skills, negotiating ability and sharp attention to detail to ensure that every client is strongly represented. Building her business mainly on referrals, Nicole has a unique ability to connect to clients and skillfully guide them through the buying or selling process so they feel comfortable before, during, and after their transaction. Her success in business is due to her alignment with her core business values: Exceptional Service, Genuine Concern and Honest Representation.



Missy Chang | REALTOR®

Missy is a results oriented real estate professional with over 15 years of experiences in representing both buyers and sellers. Missy is a strong believer of "Do what you say and say what you do." Many of Missy's clients are from referrals. Character is an essential aspect of real estate dealings with the know-hows' of Real Estate transactions and market knowledge. Many of Missy's clients say Missy's impeccable character and vast amount of experiences provided the most pleasant experiences in one of the most important business dealings in their lives.



Andrea Coleman | REALTOR®

Andrea is a San Diego Native who started her sales career over 15 years ago. As a former finance manager, Andrea understands all aspects of the buying process and is an incredible resource for her clients. Her client dedication and love of helping others are what motivate her the most. Andrea believes in building a trusting relationship by listening and comprehending each client's unique circumstances. Andrea will be there from the beginning to the end of the process and will happily help you open the door to your new home. Outside of Real Estate, Andrea's passions include her two children, hiking, touring historic homes, basketball and road trips.



Tamara Jacko | DIRECTOR OF MARKETING

As the Director of Marketing, Tamara looks forward to any and all opportunities to use an integrated marketing approach to enhance Wannebo Real Estate Group's presence across various platforms. After graduating with her Bachelor's in Finance & Marketing from Cal Poly, she moved back to her hometown in San Diego to continue to put her skills to practice. Tamara brings a unique skill set and an eagerness to utilize her passion of both real estate and marketing to the table. While maintaining high standards of quality and efficiency, Tamara continuously seeks innovative strategies to market all properties and aspects of the Team. In her leisure, Tamara enjoys hiking, writing, shopping, and being outdoors.



Becky Bensussen | TRANSACTION MANAGER

Becky Bensussen obtained her Real Estate license in 1996 and moved to Colorado for six years to work for one of the largest Real Estate companies there. She learned about Real Estate and gained knowledge and expertise by working with more than 60 agents. Missing the beautiful ocean that she was accustomed to seeing every day she moved back to La Jolla. She has worked for many years as a transaction coordinator for more than 20 agents at a time. She learned about Real Estate contracts and disclosures since she handled more than 20 files per month. She decided to join the Wannebo Real Estate Group "Team". Showing properties, handling contracts, website maintenance and marketing come naturally for her.



Lillian Weaver | EXECUTIVE ASSISTANT | CLIENT CONCIERGE

A Coachella Valley native, Lillian has lived most of her life in the heart of Indio, California. She got her start in the Real Estate industry when she moved to Carlsbad in 2000, and worked as an Administrative Assistant to a Transaction Coordinator for 7 years. Lillian's passion for real estate and the beach, brought her back to San Diego in 2012 to pursue her ambitions with Wannebo Real Estate Group, and support Kurt Wannebo as his Executive Assistant. Along with Lillian's dynamic skill set and cheery personality, she brings clarity and follow-through to every process she oversees. She finds success through having a solid work ethic, having a strong desire to discover, achieve, and grow in a place that daily reminds her of what living the Ultimate Lifestyle really is. When not at work, Lillian enjoys music, being outdoors, swimming, and traveling.



Lacy White | REALTOR® | BUYER SPECIALIST

As a Buyer's Agent Specialist, Lacy understands and appreciates the needs of her clients, and is committed to meeting those needs with excellence. Growing up in San Diego, Lacy has firsthand knowledge and experience to a vast majority of the county, especially the North County Coastal Region, giving her the ability to provide a unique perspective in the ever changing Real Estate market. After graduating from Cal Poly San Luis Obispo with BA in Communications, Lacy returned to her home town to put her sales, customer service and love for the town she grew up in to work doing what she loves most; helping people make their dreams a reality.



Dave Walsh | REALTOR® | BUYER SPECIALIST

As a former teacher, Dave's passion is based in supporting people as they overcome challenges and achieve their dreams. The ability to assist others in fulfilling their real estate and financial goals is what drives Dave each and every day. Dave understands the excitement and stress that are inherent in buying and selling real estate. His success lies in a consultative approach based on understanding his client's goals, extensive market knowledge, and effective communication. Hard work, negotiating expertise, and sheer determination also play a major role in Dave's ability to position his clients for success.



Ryan Riell | REALTOR® | BUYER SPECIALIST

Ryan has a strong passion to help people solve problems and accomplish their goals. He lives and conducts business based on his core values: Loyalty, Duty, Respect, Selfless Service, Honor, Integrity, and Personal Responsibility. Ryan applies an instructive process based on open communication in conjunction with supporting and educating his clients every step of the way. The passion and determination Ryan brings to the table when helping his clients buy and/or sell their home starts with his fiduciary obligations to his clients, which is the cornerstone of his business. Ryan's attention to detail, dedicated personal service and proven buying and selling strategies set him apart from the other agents in the San Diego area. Ryan lives in the Linda Vista area with his wife Kristi who is a landscape architect.



Collin Dudley | REALTOR® | BUYER SPECIALIST

Collin, a native of Amarillo, Texas, is a fifth generation Realtor that brings to the table of over 126 years of real estate experience with a diversified background that includes real estate appraisals, real estate finance and property management. A byproduct of growing up within a family that was deeply entrenched in real estate and land development, was the opportunity that allowed Collin to immerse himself in all things real estate related. As a Certified Real Estate Appraiser and Realtor for over 15 years; Collin has gained a unique and experienced geographical perspective of San Diego county that brings a unique skill set and understanding of the San Diego marketplace that sets him apart from his competition. Collin prides himself on his high level of real estate knowledge, constant communication and understanding of his client's needs. Outside of Real Estate, Collin enjoys spending time with his wife, two boys, traveling, snowboarding and CrossFit.



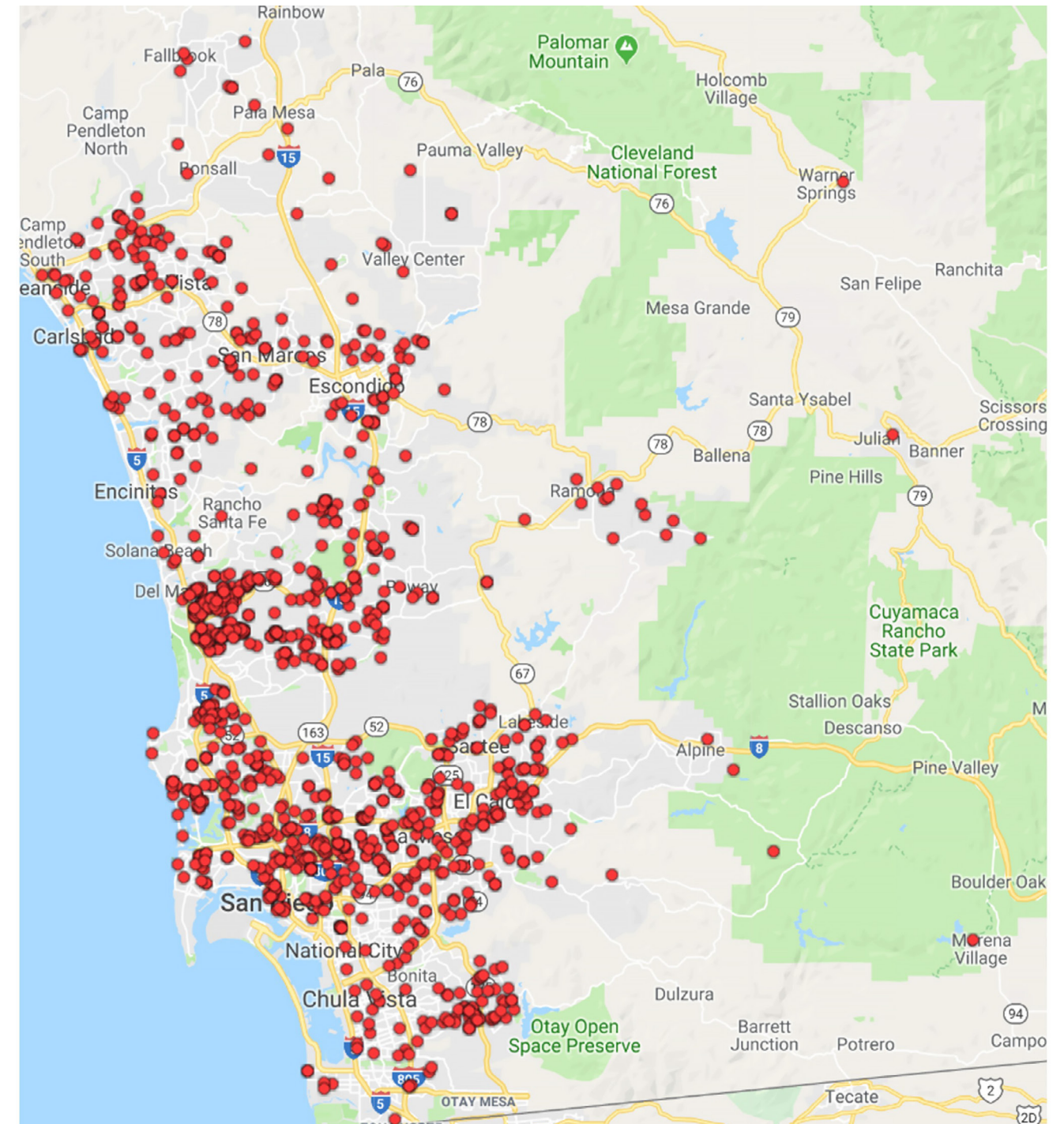
George Bakes | REALTOR® | BUYER SPECIALIST

Over the past twenty years in real estate, I have collaborated with my clients as partners with a common goal. We work together as a team to contribute to a successful buying experience. The homebuying experience is an intricate process that requires two approaches. The client provides the emotional connection to their new home, the surrounding neighborhood and all of the benefits their new home will bring to their family. My role is to act as your advocate, efficiently navigating and guiding you through the maze of pricing negotiations, lending companies, the escrow process, repairs, local zoning ordinances, relocation logistics, paperwork and more. Together, we will find the right solution for you and your family with a minimal amount of stress, so you can focus on moving in and enjoying your new home.



Brian Ruhl | LISTING SPECIALIST

Brian Ruhl is among the few real estate professionals that have been handling short sales since they first appeared in this market back in 2006. He now heads a team that is averaging 60 short sales a year. His experience combined with the excellent support that Wannebo Real Estate Group provides gives his team the ability to offer clients unparalleled service and a 97% success rate in closing short sale deals. Brian also handles traditional "Equity" sales and has a team that works with buyers to purchase properties and investments. Brian owns a Real Estate Investment Corporation with his business partner James Dunlop that is currently purchasing several investment properties for long term hold. Brian resides in Downtown San Diego. Whether you are looking to sell, short sell, or purchase a new property in the San Diego area Brian Ruhl has the experience and insider knowledge you can count on to get the deal done.



SOLD & BECAUSE YOU
SATISFIED | **MATTER**

Kurt Wannebo has sold literally hundreds and hundreds of properties, not only in San Diego but ALL over California. What is the secret to his success of selling homes and creating so many raving online reviews? He keeps it simple. He focuses on customer service, systems and team work. Every step of the way, you have someone from his team devoted to the sale of your home. Every team member is devoted to what matters to you! We are committed to providing the best service possible, meeting or exceeding your goals, and keeping you informed the entire length of the way, to ensure your full satisfaction. Take a look at some of our team's recently sold properties in San Diego.

SOLD & SATISFIED: BECAUSE YOU MATTER

BUYER FEEDBACK

WE TRACK EVERY BUYER THAT VIEWS YOUR HOME, UNTIL THEY PURCHASE

SAMPLE FEEDBACK EMAIL

your visit at 11354 Nahama

Hi,

Thank you for showing the property at 11354 Nahama on 9/17/13.

Would you mind answering 3 questions for us about your showing on our Listing? If you do, we will enter you into our quarterly raffle for \$200!

Please Click the Link Below to Provide Feedback

Please provide feedback by clicking [here](#) or by going to the link below to answer a few quick questions.

It will take less than a minute, and my seller and I appreciate the courtesy. I will be able to easily share the feedback with my seller. I will gladly return the favor for your listings.

11354 Nahama
San Diego, California 92130
ML# 130643132
Bedrooms: 3
Bathrooms: 3.0
Year Built: 2007
Property Type: Single Family Detached

Listing Price: \$543,900

Sincerely,
Kurt Wannebo
kurt@wannebo.com
619-479-7324

SAMPLE FEEDBACK FORM

11354 Nahama, San Diego, California 92130

Address: 11354 Nahama San Diego, California 92130
Listing Price: \$543,900
Year Built: 2007
Bedrooms: 3
Bathrooms: 3 Full
Est. Sq. Ft: --
Listing Agent: Kurt Wannebo
Listing Agent Phone: (619) 479-7324 (w)

1. Did you know this is the property?
 Very interested
 Yes
 Somewhat
 No
 Other

2. What did you think of the price?
 Above market value
 At market value
 Below market value
 Other

3. Are they considering making an offer?
 Yes
 Possibly
 No
 Other

4. Additional Comments

VIEW FEEDBACK STATISTICS

Statistical Report

Question Template: [Showing Agent] View: [Agent]

11354 Nahama, San Diego, California 92130

Address: 11354 Nahama San Diego, California 92130
Listing Price: \$543,900
Year Built: 2007
Bedrooms: 3
Bathrooms: 3 Full
Est. Sq. Ft: --
Listing Agent: Kurt Wannebo
Listing agent phone: (619) 479-7324 (w)

Note: (2013-08-13) Welcome to the highly desirable Carriage Run community. This Residence (that looks like a model, beautiful hardwood floors welcome you into the foyer, First floor offers full bathroom and bedroom, wonderful open concept kitchen, dining room and living room. Features included are one double pane sliding french doors and windows on first floor, recessed lighting, surround sound and whole home music system, security system, built in media center and much more.

Number of responses: 4
Response Rate: 50%
Total Number of Showings: 8

1. Did your buyers like the property?
 Very interested: 1/3 - 13%
 Yes: 1/3 - 13%
 Somewhat: 0/3 - 0%
 No: 2/3 - 25%
 Other: 0/3 - 0%
 No Response: 0/3 - 0%

2. What did you think of the price?
 Above market value: 1/3 - 13%
 At market value: 2/3 - 25%
 Below market value: 0/3 - 0%
 Other: 0/3 - 0%
 No Response: 0/3 - 0%

3. Are they considering making an offer?
 Yes: 1/3 - 13%
 Possibly: 1/3 - 13%
 No: 1/3 - 13%
 Other: 0/3 - 0%
 No Response: 0/3 - 0%

4. Additional Comments
 Response: 2/3 - 25%
 No Response: 0/3 - 0%
 Other Responses: 0/3 - 0%
 8/20/13 3:49 PM - Hello, I work with Jessica Poole. I see handling her showing this day...you are in contract on this one, congratulations!
 8/20/13 3:49 PM - neighborhood too dense- too crowded.

I ASK SPECIFIC QUESTIONS ABOUT YOUR HOME!
I ATTEMPT TO RETRIEVE FEEDBACK FROM THE SHOWING AGENT A MINIMUM OF 3 TIMES

FEEDBACK RESPONSE RATE ON YOUR PROPERTY
VIEW A REPORT OF ALL THE FEEDBACK RECEIVED SO FAR

WE GET FEEDBACK FROM EVERY BUYER POSSIBLE WHO VIEWS YOUR HOME

WANNEBO REAL ESTATE GROUP SELLER TRACKING

Agent	Showing Date	Listing Address	Responded
Yang, Yeely	9/10/13	6624 Chase	9/12/13
Ashby, Vay	9/7/13	6624 Chase	9/9/13
Chung, Judy	8/31/13	6624 Chase	9/4/13
Joukjian, Kouren	8/30/13	6624 Chase	9/4/13
Gedestad, Susan	8/29/13	6624 Chase	9/7/13

Agent	Showing Date	Listing Address	Last Request
Sun, Min	9/14/13	6624 Chase	9/15/13
Barnes, Jill	9/14/13	6624 Chase	9/15/13
Chang, Martin	9/14/13	6624 Chase	9/15/13
Greenway, Ben	9/14/13	6624 Chase	9/15/13
Ratkiewicz - Arch Real Estate, Jeffrey	9/12/13	6624 Chase	9/15/13

DATE	BUYING PROCESS	NOTES / FEEDBACK
7.21.13	In escrow	Just starting search, want to go to Sage, best house out of 6-8 seen, want to see more.
7.22.13	Still looking	They are looking for something bigger
7.23.13	Still looking.	her buyers liked it but don't want to write an offer, still going to look at other properties.
7.31.13	Still looking	Buyers liked a lot - empty nesters - newer to SD - wrote offer at 920k
7.31.13	No feedback text/ called twice	Her buyer was just getting started wasn't even set on CV area 100%
7.31.13	No word back	Buyer was just getting started was not set on CV - did not like the power lines
8.5.13		Buyer did drive by and cancelled showing with FJ - did not like power lines
8.7.13	No call or email back	Were going to come back for 2nd look - followed up 8/8 for feedback no word back yet
8.8.13	Buyers did not like power lines	LOVE house love layout only have one kid -she goes to Jewish school in CV but they live in Serra mesa and want to be closer to school - will bring back hubby
8.9.13	Followed up twice - no feedback	Like house a lot - two grown kids one graduating college on east going to be a freshman college maybe UCLA - they live in Cincinnati moving here wife transfer to children's hospital and hubby travels a lot work, will follow up tomorrow
8.9.13	No feedback	Buyer just starting - was with her daughter (no hubby) SE to follow



TESTIMONIALS: WHAT PEOPLE SAY MATTERS

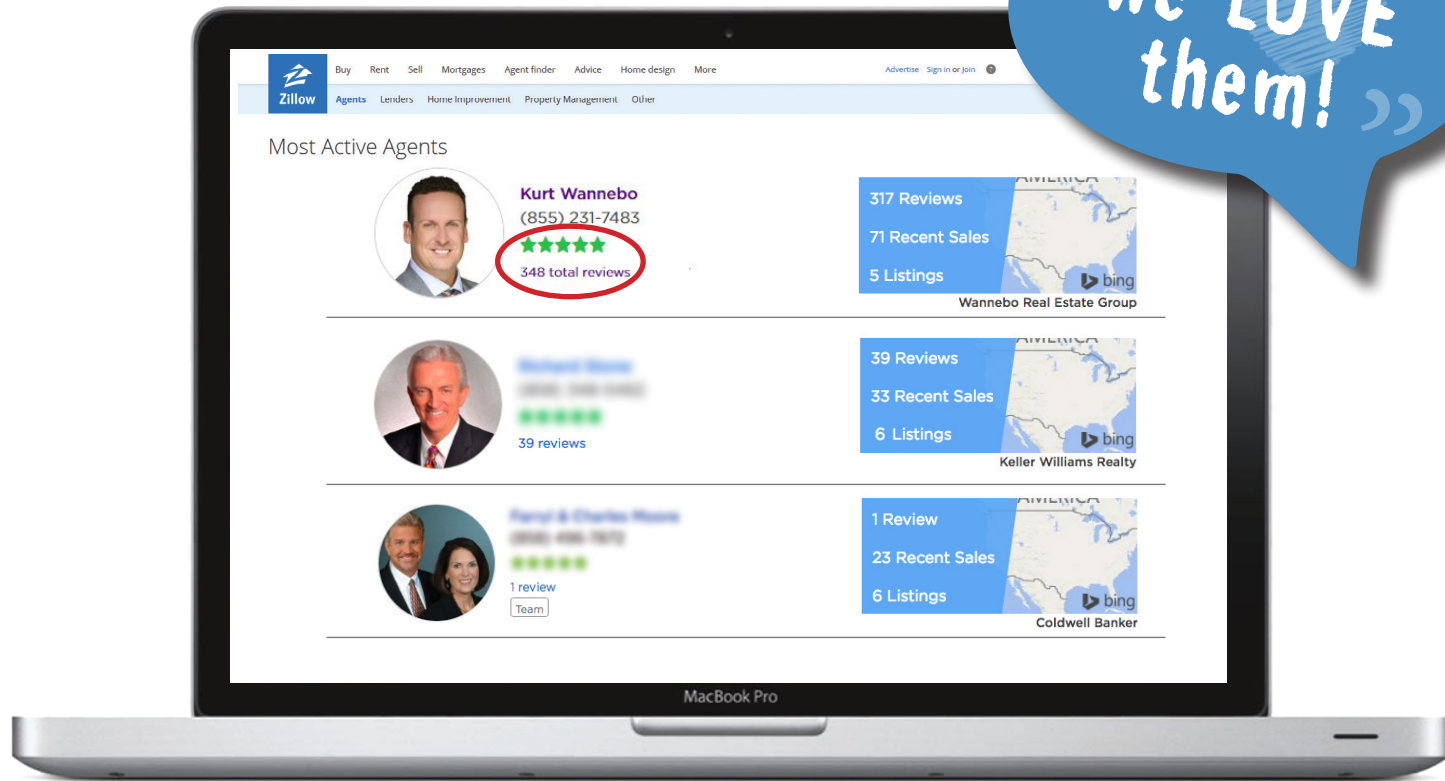
Many times home sellers can get so caught up in the fact they are selling a home, often times they forget to do their homework and investigate the agent they hire... big mistake! Did you decide to hire the friendly face that you saw on the bus stop bench or the shopping cart? Did you decide to go with a friend or even a family member? Then after, writing some offers and not getting into escrows, you start to realize you may have made a mistake in working with someone just because they are familiar to you personally? You may then decide to do a little homework and "Google" or "Yelp" your Real Estate Agent to see what others are saying about them. Maybe after your research, you realize that they have a horrible track record and perhaps past clients were unhappy or dissatisfied with the service that they received or experiences they had. Their online reviews

have nothing positive to say and now you're in a binding contract and don't know what to do...

Before you get into a situation like this, we ask that you do your homework and want you to be confident when hiring any of the agents from the Wannebo Real Estate Group.

Whether it is our proven track record with our past and current clients, referrals, online reviews on websites like "Yelp" or even just asking around, we **guarantee** you will be another satisfied customer when you trust us with the sale of your property! We encourage you to check us out on the sites below and read our online reviews; we know that you'll be happy with what you read!

DO THE RESEARCH | **BE CONFIDENT**



"I highly recommend Kurt and his team. The time and attention they gave, made me feel Like I Was Their Only Customer and they helped me with so much more than just the sale of my house... They also gave me peace of mind, Priceless!!"

~ User521899

"We wanted to thank you for taking this journey with us. Your team made it very stress free. We especially want to thank team for always keeping us apprised of everything. Their professionalism and hard work did not go unrecognized. Your team was always an email or call away, and we appreciate all of his hard work. Thanks again."

~ G.B. & M.B.

"We were recommended by a friend to Kurt Wannebo. After our first initial consultation we felt comfortable moving forward. They kept us informed the whole time so we always knew where we were in the process. and their follow up was great. Their expertise in the business really shows and we were impressed. I highly recommend WREG if you want expertise and professionalism...qualities that you don't always get anymore!"

~ Kathy

I have finally found a real estate company that is run like a very efficient business. From start to finish Kurt and his team fulfilled every expectation and given such dedication a quick sale, full price offer came as no surprise. Nicole was a pleasure to work with, great communication, efficient and very knowledgeable about the process. The key point is that you will not find a better real estate company in San Diego.

~ petemag72 | 92130



Marketing Matters

5148 GREAT MEADOW DRIVE, 92130

JUST SOLD

SOLD FOR **\$63,000** OVER ASKING PRICE

SOLD FOR **\$160,000** OVER ZILLOW'S PRICE

WITH **11** OFFERS

SOLD IN **7** DAYS

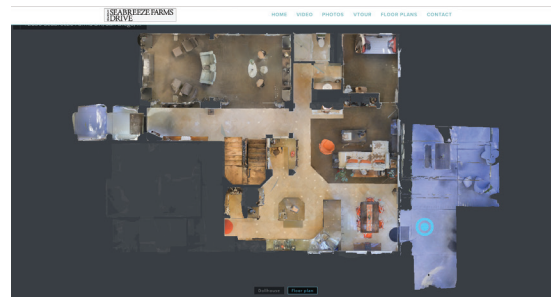
YOU'RE INVITED

NEIGHBORHOOD OPEN HOUSE PREVIEW

14050 COLLINS RANCH PLACE, 92130

Saturday - November 8th - 11am - 4pm

Hosted By The



New 3D Virtual Tours

Taking the term 'virtual' to a whole new level, our new 3D tours actually allow you to 'walk' through the listing, room by room, with optional birds eye views of the floorplan. This ability to showcase the entire home as if you are standing in it is perfect for our out-of-area buyers who may want a glimpse into our homes before planning a trip to come see it in person.



SOLD our home when another agent was unable. Kurt, Nicole, and rest of the team sold our home within days after taking over the listing from another agent. * Sales price above list price * Multiple offers * Outstanding negotiator * Closed escrow on schedule * Managed the inspection and contingencies process * Developed and executed marketing and sales strategies * Managed and adapted to issues arising during the process * Exceptional attention to details * Timely replied to all our inquiries * Respectful and professional. We have sold five previous personal residences. Kurt delivered the best results with outstanding service.

dennisyee1 – \$1.25M in 92130

Selling a house is a stressful process, especially when the house has been on the market with no offers. I connected with Kurt Wannebo and Nicole Furlong because they sold my best friend and neighbor's house. They are by far the best in Carmel Valley and are the definition of awesome! These two are everything and more than I could ask for. They are professional, efficient, and most importantly knowledgeable. I can't say enough good things about them and how truly appreciative of them I am. In addition to their expertise in the Carmel Valley region and real estate business, Kurt is a smart negotiator, an attribute that has been refined through the number of transactions he's been a part of on both the buying and selling end. His advice during this negotiation phase was invaluable and after we talked, he always made me feel better about whatever decision I was about to make. Nicole is exceptional. She understands her clients. She also managed to help me to buy my new home at the price I wanted. She was there every step of the process from finding a lender and a home inspector, to repair man and cleaning crew. I highly recommend the Wannebo Real Estate Group to anyone looking to buy or sell a house.

leblancxilun | \$1.275M in 92130

VIDEO TESTIMONIALS

Real Clients, Real Stories, Real Success! Watch Video Testimonials at WanneboREG.com

HOW DID KURT HANDLE YOUR FEARS OF BUYING AND SELLING AT THE SAME TIME?

Hears these clients describe the process and how it all worked out for them.

WHAT WOULD YOU SAY TO SOMEONE CONSIDERING HIRING KURT AND THE TEAM?

Hear what these past clients had to say about working with Kurt and Listing Partner Nicole Furlong

WHY DID YOU WORK WITH OUR TEAM TO BUY?

Hear these clients thoughts on working with Nicholas Iannitti

DID THE TEAM EXCEED YOUR EXPECTATIONS IN ANY WAY?

Hear this clients answer, after working with Listing Partner Felicia Jerbas!

WHAT IMPRESSED YOU, ABOUT KURT'S MARKETING OF YOUR PROPERTY?

We sold these clients house for 25K over list price, in 8 days!

HOW DID THE TEAM HANDLE YOUR DOUBTS AND QUESTIONS?

Hear from repeat clients about their experience with Buying Agent Partner Daniel Lecuna.

marketing



“Once again another success story with Kurt and his team! I think this makes 4 transactions now we have in some way worked together either directly or via referral. It is such a pleasure and I appreciate your knowledge in this industry. Keep up the great work! Looking forward to doing business with you again in the future.”

Robin M. | Yelp Review

“WREG deserves the 5 stars! My real estate agent Nicole REALLY was an awesome agent ^_^ when looking for a home earlier this year. Nicole was great to work with. She was punctual, easy to talk to, and I really felt like she had my best interest in mind. When looking at homes together she gave good insight and advice that I never would have thought of when looking at a home. Nicole was also easy to get a hold of and would answer our phone calls or return them right away. I was very new to this real estate business, and she was very patient with explaining the terminology and processes. I think overall, I trusted Nicole and her advice and I found her to be an honest real estate agent who cared more about helping us find the right home (rather than pressuring us into buying more expensive homes). In the end, she helped us to get our house just 2.5 months after we started looking. She knew what our budget was and what kind of areas we were interested in and helped us with that. Since then, I have referred Nicole to another friend and that friend is currently in escrow, and says great things about Nicole too! Besides myself, I know 3 other friends Nicole has helped with house hunting and all have had POSITIVE experiences with her. If I were to look for a new home, I would definitely choose Nicole as my agent again.” ^_^
N. M. | 4222 Felton #6 Yelp Review 5 Stars

“I have to take this chance to thank both you and your staff for all the help you provided for me and my family. You guys performed a miracle. I will definitely recommend you to my friends.”

Jorja M. | Yelp Review 5 Stars

“We worked with John La Mattery and our experience was as good as it gets:) He was very knowledgeable in all aspects of Real Estate transactions. John is an honest agent. He was able to give us advise about the positive and the negative aspects of every property we toured. John was very involved in all matters and was always reachable. We had peace of mind knowing he was there for every step of the process. We highly recommend him.”

Tor G. | Yelp Review

“Kurt, thank you so much for your help. As first time homeowners we often felt overwhelmed...until we called you. You were there for us and explained everything throughout the entire process. The professionalism, knowledge and enthusiasm exhibited by you and your employees made us feel like we were your most important clients. We are so glad you were referred to us and will recommend you to everyone.”

J.J. | 3555 Monair Drive #H



“Kurt Wannebo and his realtor team handled my sale with the utmost professionalism. He’s very supportive and was willing to speak with me and attend to all queries I had. Kurt took good care of the sale and all sides were extremely happy. I have already recommended Kurt and the Wannebo Real Estate Group to my family, friends, and coworkers. Kurt is the guy you can TRUST.”

Scarlett C.
Yelp Review

“Hello to all. I would like to share to everyone that I am a very pleased client of Mr. Kurt Wannebo. A good friend of mine recommended Kurt. He was reliable and professional in every aspect of the transaction. Kurt and the rest of the WREG team were efficient, professional and trust worthy and I would whole heartedly recommend them to others.”

Kian B. | Yelp Review 5 Stars

“Working with Kurt Wannebo and his WREG team was a seamless process for us. Kurt, Felicia, and Becky were at all times professional, ethical, responsive, and friendly. Kurt introduced us to the process and then Felicia and Becky took us painlessly from listing to escrow. They explained each step of the way. When we had questions they were quick to respond. We highly recommend Kurt Wannebo and his team.”

Kathi B.
11090 Corte Playa

Marketing Matters



11156 CORTE PLENO VERANO



Walking upstairs take in the open feel with plush carpet, custom iron staircase, all overlooking the living and dining room with floor to ceiling windows and ocean views. 2nd floor features an additional office space with custom built-in desk, Murphy bed with access to your large 2nd floor balcony addition. Luxurious master bedroom retreat showcases the custom built-in cabinetry, shelving, lighting, and huge balcony addition to take in the amazing ocean and sunset views. Master bath retreat features stunning fixtures, lighting, Italian tile, modern soaking tub with walk in shower, towel warmer, dual vanities, huge walk-in closet, extra cabinet space, and so much more. Additional 4th and 5th bedrooms with full bathrooms.

marketing

Local & Global Syndication

Active Rain
Assist2Sell
Anjuke
Century21.com
Close2Homes.com
ColdwellBanker.com
Craigslist
DODHousingNetwork
eLookyLoo
eppraisal
eRealEstateSearch
FindaNewHouse.com by Obeo
FindAPlace4Me by VisualTour
FindTheBestHomes
FixFlip
FreeHomeFind
Guidance Realty
Harmon Homes
Home2.me by TourFactory
HomeBidz
HomeFacts
HomeFinder.com
Homes&Land

Homes.com
HomeSpotter
HomeWinks
Househappy
HouseHunt.com
Housely
Houses.net
HousingBlock
Hubdin
HUD Seeker
Investability
Joyful Home
Juwai
Kahping
Keyboom
Lifestyled Listings
Loop Net
LuxeListHome
MyHouseKit
MyListingsAgent
NestBuilder
OpenRealEstateCommunity
PadTown

PinPut
Point2 Homes
Property Shark
RE/MAX
Real-Buzz
RealQuest Express
RealSavvy
RealStir
Realtor.com
RealtyExecutives.com
RealtyStore
RealtyTrac
Realy
Revestor
SearchALLProperties by L2L
Showing Suite
The Real Estate Book
Trulia
USHUD.com
Vast
VisualShows
WikiRealty
Zillow

The Nation's Premier Network



Our real estate company has an aggressive strategy for attracting international home buyers to our listings. By distributing your listing information, along with photographs, to a wide array of premier consumer websites around the world, we make sure that we maximize every opportunity to attract qualified buyers. Our listings appear across a network of over 70 publishers.

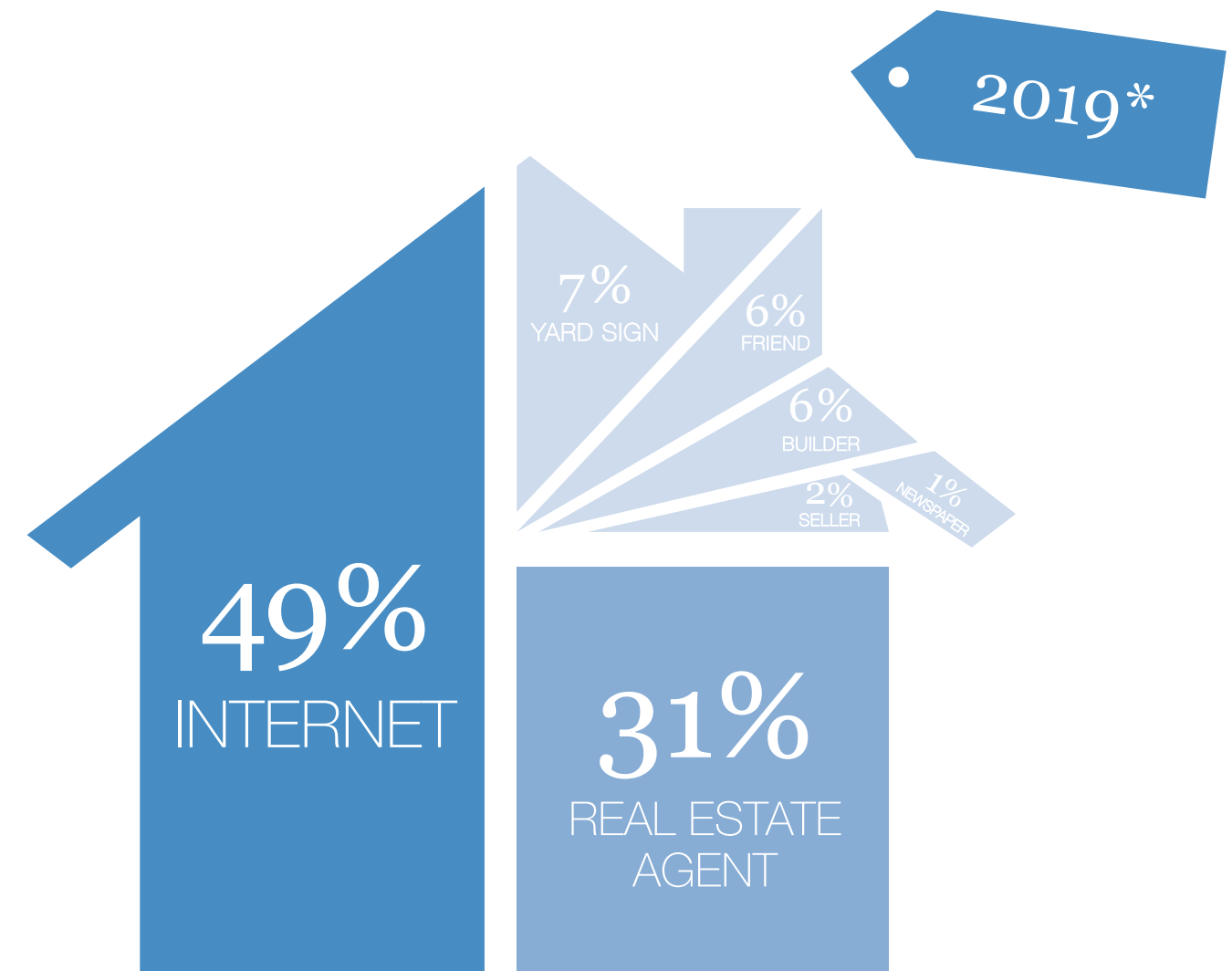


- The total international market is estimated at \$103.8 billion
- International home sales in the U.S. reached their highest level in recent years
- Over 8% of the total market and in some markets up to 30%



Source: The National Association of REALTORS® 2015 Profile of International Home Buying Activity

Where Do Home Buyers Come From?



*Source: NAR Profile of Home Buyers and Sellers Updated Every 3 Years

There is no question that a majority of Home Buyers start their search on the internet. Having an agent with a strong internet presence is a must in today's market. We know that exposing your home to as many websites as possible and creating your property's own personalized website, will have the maximum impact and exposure to home buyers. This will undoubtedly result in a faster more efficient market time for your home.

We also understand that the internet is not the only place where home buyers focus their search for potential properties. Because of this, we will explore every option and create a marketing plan that is specific to your property for the best proven results. We also have a database of hundreds of prospective buyers and investors that we are continuously working with and will be sure your home is shared with them as an opportunity to purchase an in house listing that they know will be handled professionally.

How We **Measure Up** to the Competition

WANNEBO REG **VS.** OTHER AGENTS

Team Approach: Buyer & Listing Agents, Admin & Marketing Staff	Solo Agent
Professional Photography & Aerial Video	Point & Shoot
Professionally Shot & Edited Movie Tour	No Movie Tour
Professional Staging Consultation	No Staging Consult
Mega Open Houses	A Few Signs, Minimal Marketing If Any
Specialized Property Website with SEO & PPC Placement	No Property Website
Major International Internet Marketing to Foreign Buyers & Investors	Limited Print Advertising
888Technology Call Capture 24/7	Office Phone Number Only 9-5
Full Color Brochure	One Sided Flyers
Major Internet Advertising to Capture Property Buyers	Minimal If Any
Customized Direct Mailers	Standard Postcards
Online Feedback from Buyers & Agents	No Online Feedback
Member of BBB & Hundreds of 5 Star Online Reviews	Not a Member, A Few Online Reviews
Property Listed & Enhanced on Hundreds of Websites	Local MLS, Maybe a Few Sites
SEO Marketing of Your Property on Search Engines (Google)	None
Buyer Database of Thousands of Buyers & Investors	Handful
TV Advertising: Local & Cable	None
3D Virtual Walk Through Tour	Some
Social Media Site Placement	Some
Online Transaction & Offer Tracking	None
Multiple Open Houses (if desired)	Maybe 1-2 Open Houses
Broker Caravan	Sometimes
Professional Sign & Custom Sign Rider Installation with Flyer Box	Standard Company Sign
Emails & Phone Calls to Reverse Prospect Agents	No Calls to Reverse Prospect Agents
Community Floor Plans on My Website	No Community Floor Plans



MEGA OPEN HOUSE

Did you know that when most agents hold an Open House, they put out about 3-5 signs and sit around for 2-3 hours, hoping that 3-5 people come by? Well we don't do that, we do things a little bit differently with our MEGA Open Houses! Our goal is to get 1-2 offers on your home at each open house, to drive the price up, and generate buyer excitement and motivation.

- Average 40-60 people and buyers come through at each open house
- Heavy internet marketing 1 week before open house
- Heavy neighborhood marketing and door knocking 1 week before
- Email invite to buyer data base of 2000 buyers
- Social Media Marketing
- 1500-2500 postcard invites mailed out the week before
- 40-60 Open house signs the day of open house
- Broker Kurt Car at the event for easy finding of the home
- Balloons (for Kids) and banners
- Informational Billboards and Marketing pieces about the area: schools, market data, etc.
- Mortgage Representative at open house to talk with buyers about financing options.
- 2-3 Agents Present at each open house to help sell the home



STAGING MATTERS

3 OPTIONS AT YOUR FINGERTIPS



1 DAY MAKE-OVER STAGING*

- Staging for Owner-Occupied
- Re-design/De-clutter
- Makes ANY Home Look Like a Professionally Staged Home
- Quickly Gets Home Ready for Photos and Showings



FURNITURE-ONLY STAGING*

- Professional Staging Service for any Vacant Listing
- High End Furnishings Complete with Accessories & Greenery
- Partial or Whole-House Staging
- Every Property Insured



UNIQUE HOME MANAGED STAGING*

- Only Pay Small Fee at COE, No Upfront or Monthly Fees
- Utilities are Paid
- Live-in Home Managers Care for the Home
- Professionally Cleaned
- Lights On, Music On for Every Showing
- Every Property Insured



Aerial Photos & Videos

Many Properties can have unique features that add value to a Home and you want to highlight those, with the use of Aerial Photos and Video. They provide an overall view that is simply not possible from the ground level. Some features may NOT show up on regular photography, but DO in Aerial Photography, for example;



- Lot Sizes
- Canyon Rim Settings
- Views of the Ocean
- A full scope of the Home
- Location advantages such as a Cul-de-Sac, Neighbor Distance, Access Routes
- Proximity to Amenities like Shopping, Schools, and Parks







We hope that you find this guide to selling your home to be informative and a helpful and a beneficial tool to assist you in making the best decision for your future. So what's the next step? It's simple. Contact our office to schedule a private and confidential appointment with Kurt Wannebo or one of his selling agents and put the Wannebo Real Estate Group to work for you. Let us show you how we can make the home selling process an enjoyable experience rather than a stressful ordeal. Choosing Kurt Wannebo as your agent is the first step in ensuring that the investment in your home pays off. Our services and experience allow you to focus on your upcoming move while we manage your home sale from our initial consultation to closing the deal and beyond. We pride ourselves on repeat business and referrals and hope you'll come to understand why.

WE UNDERSTAND THAT
SELLING YOUR HOME IS ONE OF
THE MOST **IMPORTANT DECISIONS**
OF YOUR LIFE... THAT IS WHY IT
MATTERS EVEN MORE TO US.



WE KNOW **WHAT MATTERS.**



BROKERED BY EXP REALTY OF CALIFORNIA INC.

WanneboREG.com

WANNEBO REAL ESTATE GROUP
OFFICE: (888) 473-7324

3636 NOBEL DRIVE, SUITE 170
SAN DIEGO, CA 92122
DRE #01468255