

WHAT CAN YOU EXPECT?

You can expect professionalism and a level of expertise that comes from 36 years in this business. I have specialized in rental property sales in Stockton since 1980... which experience provides me with an understanding of matters specific to residential investment property.

Specialization implies a wider range of knowledge on a specific area of real estate, so be open to what a broker says only when they have proven their claim.

Ask for references.

GETTING STARTED

To begin, I acquire information about your property, the tenancy, income/expense and other specifics necessary to provide a thorough market analysis with supporting documentation; generally followed by a listing agreement signed by the parties.

MARKETING THE PROPERTY

A good marketing plan is a top priority for any seller. My initial marketing includes contact with brokers and prospective buyers who have shown an interest in rental properties in Stockton. We have built a database of individuals through these many years that has proved to be a worthwhile source of buyers.

When your property is placed into our local MLS the information also goes viral to such sites as Realtor.com. I develop and attach the Annual Property Operating Data report (APOD) when it's appropriate.

ADVERTISING

Advertising by direct mail and mass e-mail seems to be the most effective with a target audience that includes owners of properties near or similar to yours.

So we're trying first to disseminate information to individuals likely to be qualified buyers and to those who may be interested in purchasing additional rental units in Stockton.

Rarely is it a good idea to place a sign on the property because it often creates some anxiety for the tenants. However, this is your call. Occasionally a seller will ask for a yard sign and we will accommodate the request. In no case should a key box be placed where tenants reside.

THE OFFER

An important factor in our sale/purchase negotiation may be the inclusion of text that will clearly state what is required of a prospective buyer before they are given access to the interior.

This requirement may be threefold:

- a ratified contract '*subject to inspection*'
- a letter of loan pre-approval and
- earnest money deposited into escrow

In any event, once the contractual requirement is met, we give adequate notice to the tenants and then work within the time period during which the buyer is allowed access to inspect the interior.

After the buyer has had an opportunity to view the interior, we make every effort to have the agreed-upon trades inspections (if any) completed on the same day. This is done so your tenants are not disturbed more than is necessary.

SIGNING DOCUMENTS

Nowadays, the most efficient technique used in signing real estate documents is the 'digital ink' method endorsed by the California Association of Realtors.

This system consists of my preparing forms which are sent to you via an email message that will include a link to the documents.

When the first document is sent out, you will be given instructions on how to create a personal account using a password of your choice.

Once your account is established, any subsequent documents sent will simply require logging in with your password, followed by easy clicks of the mouse on each signature task contained within the document.

However, other methods of your preference can be used (regular mail or scan/email, etc.)

PROPERTY INSPECTION

During the time period allowed for entry and inspection, you and I will work together in scheduling with the tenants.

I will rely on your assistance (or that of your property manager) for gaining access; which direct involvement gives the tenants a certain level of well-being.

Unless the buyer is paying all cash, there will come a time when the lender will contact me to schedule the appraisal inspection. At this point, all carbon monoxide, smoke alarms and water heater bracing must be in compliance.

COMMUNICATION

Today, it seems the primary means of communication is by text message and email; as well the times when we have a good old fashioned phone conversation.

ESCROW

The escrow holder will likely begin by requesting some personal information; also, evidence of any liens or existing loans on the property. All of this is necessary in order to provide clear title to the buyer.

DISCLOSURES

A requirement of the State of California is that written disclosures to be completed by the seller, buyer and any agents involved in a sale transaction. Most disclosures involve answers to questions on C.A.R. forms.

Even if the property is sold as-is condition, state law requires a property owner to disclose all known material facts.

CLOSING THE SALE

The escrow holder will prepare closing papers that can usually be signed in an office near you or even in your home.

At closing, I will provide you with a flash drive (USB) that will include all documents that were created from start to finish. This is a great way for you to have everything you need for future reference!

DAVE RENISON
Investment Property Broker
Since 1980



Customer Service

Providing great service is very important to me. I have had the privilege of working with many returning customers during my years in this business and I welcome the opportunity to partner with you in selling your property!

Dave Renison



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investment
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Specializing
Rental property sales

what to expect

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