
NEAL WEICHEL

PLAN OF ACTION

NEAL WEICHEL

MORE EXPOSURE.
MORE KNOWLEDGE.
MORE SALES.

NO ONE SELLS MORE HOMES THAN NEAL...
ONE OF CALIFORNIA'S TOP AGENTS.

Thank you for the opportunity to present my qualifications and
marketing plan to sell your property

ENCLOSED PLEASE FIND:

1. Marketing Plan
2. Why Hire Neal Weichel?
3. My Staff and Their Roles
4. Internet
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6. Network Group
7. Sample Ads
8. Sample Flyers
9. RE/Max Rankings
10. Track Record of Sold Homes
11. Client Testimonials
12. My Website

CONTACT NEAL:

Office: 661-284-5080

Fax: 661-284-5084

Website: www.nealweichel.com



25101 The Old Road
Santa Clarita, CA 91381

MARKETING PLAN

The key to my marketing plan is the daily contacts I make to prospective buyers and to top agents in town who have buyers for your home. Traditional methods of waiting for buyers to come to us ("Passive" Marketing like open houses or advertising) are not nearly as effective as physically contacting potential buyers or their agents and convincing them to look at your home. "Active" marketing makes the difference and 6 days a week you can count on me to promote your home to buyers!

1. Put listing in MLS computer.
2. Put lockbox on property.
3. Put sign on property.
4. Put home on internet and use IDX technology to submit photos at www.nealweichel.com, realtor.com, zillow.com and trulia.com - the top real estate websites - as well as over 350 other Real Estate websites.
5. *Email network groups.
6. *Call all agents who have recently shown homes similar to yours and see if their buyers are still available.
7. *Call all buyers who have recently viewed homes similar to yours. I know where the buyers are for your home because we track them!
8. Prepare photo flyer.
9. Prepare 1-800 call capture rider to attach to your sign. This is the way we can track every buyer who is interested in your house.
10. Target mailings to prospective buyers for your home.
11. Video home for virtual open house so that your home can be viewed via computer 24 hours a day! (If appropriate)
12. *Promote home at SCV network meetings - the best agents from the best companies in town! (Tuesdays)
13. *Promote home to Re/Max agents via email!
14. *Contact prospective buyers everyday, directly, ask them when they plan on moving, and tell them about your home.
15. *Contact every qualified buyer in our database to show them your home.
16. I will call you regularly with buyer feedback, updates in market conditions and details of what we are doing to market your home. (Fridays)
17. E-mail you: "CMA" on market activity - new listings and sales, changes in the market place and other suggestions for getting top dollar.
18. Continue the above points weekly until an offer is written.
19. Pre-qualify any prospective buyers. We will not open escrow until the employment ratios, down payment, credit scores and ability to close are all checked.
20. Negotiate on your behalf and open escrow!
21. Handle all negotiations, inspections and disclosures in escrow until the closing.

Once in escrow, Barbara Redman is your point of contact. She will coordinate everything with the escrow officer. (Arrange termite, physical and appraisal inspections, order title insurance, check escrow instructions, etc.) All you need to do is sign escrow instructions and the grant deed and tell us how and where you want the proceeds delivered.

*Active, not passive marketing **My staff is available 9-5 daily to help with your transaction.

MARKETING PLAN

After 20 Years of Training, Coaching and Selling I Have Learned
That These Are The Skills That I Need To Help You!

Top Skills of a successful salesperson:

1. Managing time and following a schedule.
2. Looking for and finding buyers and sellers daily.
3. Converting leads into highly prequalified appointments.
4. Making an enthusiastic and energetic presentation.
5. Pricing property properly.
6. Showing property in a manner that causes it to sell.
7. Dealing with buyers questions and objections.
8. Bringing buyers and sellers together.
9. Delegating to a well trained staff.
10. Doing "It" daily.
11. Asking good questions to determine motivation.
12. Listening intensely to clients and prospects.
13. Skill of getting people and agents in my market to work with me.
14. Providing Services that cause people to come back again and again.
15. Developing motivation in myself.

I work on these daily!

WHY HIRE NEAL WEICHEL?

QUALIFICATIONS

After graduating from UCLA, I spent seven years in the corporate sales environment as a top salesperson and sales manager.

I began my real estate career in April of 1991 and have been one of the top agents in Santa Clarita since 1992. Since 1999 I have been the top producing agent in Santa Clarita and in the Top 5 in all of California. However, all the accolades, awards and accomplishments wouldn't mean much without creating happy clients along the way. Year-to-date, more than 70% of my business can be attributed to positive word-of-mouth referrals from past clients.

PHILOSOPHY

I believe today's real estate market requires specialization. I specialize in the Santa Clarita Valley. In order to properly service a home buyer and/or seller I need to know all the details of a given area. Since my clients are counting on my expertise, I consider it my responsibility to know what is new on the market that we compete against, price reductions and what homes received offers. This is done every day.

ADMINISTRATION

Providing "first-rate" service to my clients has always been my top priority. The amount of disclosures and paperwork has tripled since I began my career in Real Estate. This requires the staffing of a full-time agent dedicated to following up on and responding to the many requests, calls and emails generated by clients, cooperating agents and ancillary service providers.

Barbara Redman, my full time escrow coordinator, is outstanding in this capacity. Together, her effort allows me to dedicate more time to what I do best - prospecting for buyers and sellers, networking with other top agents, negotiating contracts and marketing your home.

Chad Hartman is my full time listing coordinator, handling all disclosures and tracking the agents who show our listings so I can give sellers feedback and updates.

COMMITMENT

As a Realtor, I have a written contract with my clients. Part of that agreement involves terms like, "good faith," "diligent effort," "looking out for the best interests of the client" etc. I want you to know that I take this very seriously. As a client, you will be treated and serviced as I would want to be treated and serviced.

MY STAFF AND THEIR ROLES



Sometimes people ask me when they work with me, do they get me? The answer is emphatically... yes! All the marketing, pricing strategy, networking, and ultimate sale of each home is my responsibility. With that said, 20 years of selling Real Estate has convinced me that the public demands a high level of service that is impossible for a single agent to give. To have a full-time Listing Coordinator means my clients have twice the effort promoting their home and soliciting agent feedback. To have a full-time Escrow Coordinator means that all time lines are regularly reviewed and adhered to, and there's always someone in the office to answer your call. A full-time Marketing Director means to you the best possible exposure for your home and a strong commitment to the internet. Everyone on my staff is licensed and personally trained by me. Simply stated, we meet daily to make sure our clients are getting the highest level of service and we are always striving to improve.

MY STAFF AND THEIR ROLES



BARBARA REDMAN, Escrow Coordinator/Office Manager

Barbara oversees each and every escrow to ensure the process goes smoothly. She reviews contracts, disclosures and physical inspections with the client. She is always available for questions regarding your escrow.



CHAD HARTMAN, Marketing Director/Listing Coordinator

Chad is ultimately responsible for all our marketing pieces and making sure that if buyers are out there, they see our listings. Part of that is realizing the dominant role that realtor.com, virtual tours and internet promotion play in today's real estate world, and utilizing those tools effectively. Chad meets with sellers and helps them with pricing, staging and selling their home. He also assists with showing appointments, negotiating contracts and listing presentations - my right hand man.



LAUREN KOBE, Buyer's Agent

Lauren and I meet with each buyer to find out exactly what they are looking for. We then contact other agents, developers of new construction, banks and relocation companies. We identify upcoming listings, what is available and not yet on the market. Lauren and I are constantly coordinating our efforts to insure that our buyers are first to **hear about them!**



ERIC WHITE, Director of Field Services

Many of our properties require regular attention and whether it is flyers, a handyman fix, or just making sure the home looks its best Eric is in charge. He is literally the "eyes and ears" of this office.



MARCUS SLATON, Realtor - Listing/Buyers Agent

Marcus both lists property and helps buyers purchase property. Together, we prospect each morning looking for buyers for our sellers and sellers for our buyers.

As technology improves, it is of ever-increasing importance that I stay right along with it in terms of new ways to get your home exposure. That is why I not only have a full-scale website with all my listings, along with access to thousands of MLS's across the nation, but also use a variety of other websites to generate exposure for your home. With a little help from Realtor.com, Trulia.com, Yahoo Real Estate the SoCal MLS, and IDX technology I can insure that your home can be viewed from over 350 websites all across the world!



TAKING YOUR HOME TO BUYERS EVERYWHERE

Every performer needs an audience.

Now that you've got a fantastic image and a sound marketing plan, it's time for one final step; getting it in front of buyers. This important step is what separates TourFactory from the competition by offering the most comprehensive syndication plan anywhere. Take a look at where buyers will be viewing your home:



Our content can be found on



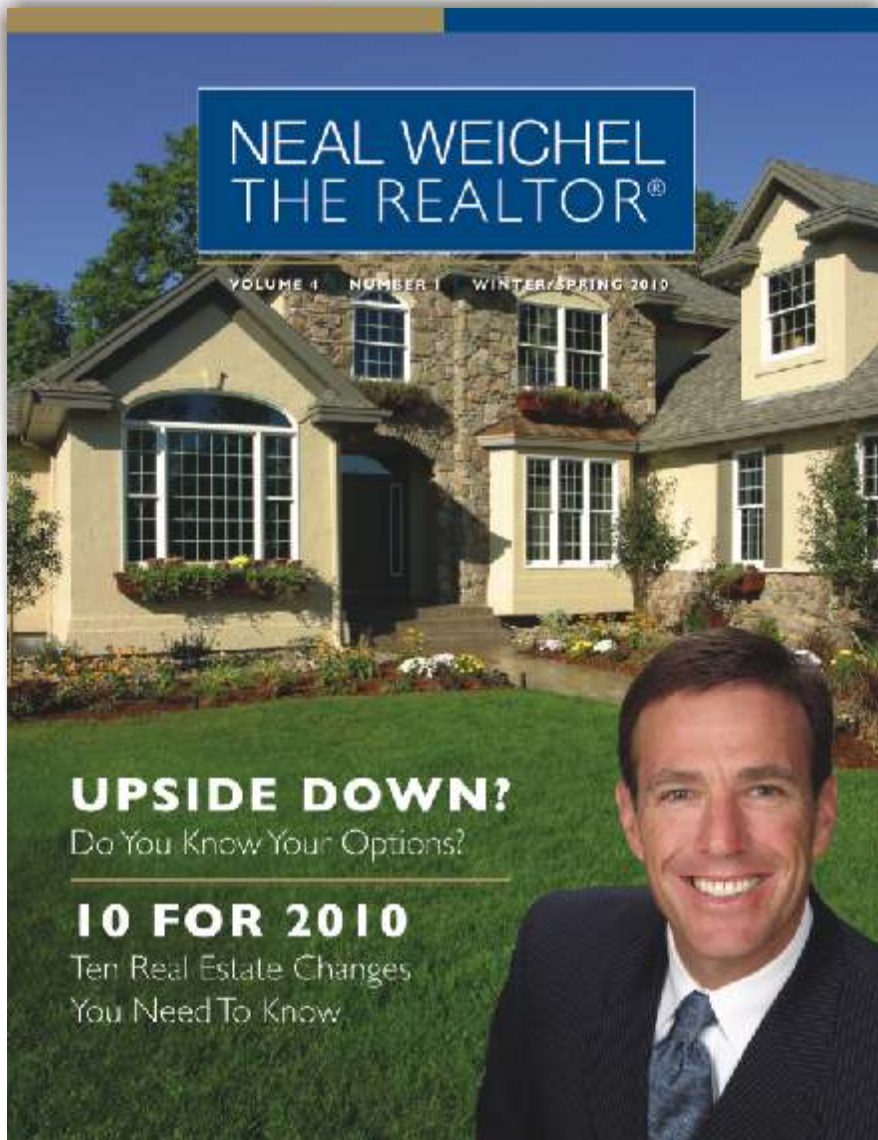
NEAL WEICHEL

MY MAGAZINE

Hi, my name is Neal Weichel and welcome to
The Realtor.

This magazine is the latest version of the newsletter I have written since 1992, which keeps busy people informed about Real Estate in the Santa Clarita Valley. This magazine, is meant to be - a no fluff, factual analysis about trends, future growth, and insight into Santa Clarita real estate from someone who has studied it extensively for twenty years.

-Neal Weichel



TWENTY GREAT AGENTS

THE SCV NETWORK GROUP

Michael Rescigno



INTERO

661-259-5960
Lic. #01001610

Mike Hrezo



Realty Executives

661-212-9900
Lic. #01204922

Pam Ingram



RE/MAX of Santa Clarita

661-291-1PAM
Lic. #01194454

Debbie and Dwight Hawkins



Realty Executives

(661) 286-8672
Lic. #01107916 Lic. #01042342

Cat & Paul



Keller Williams

661-254-1650
Lic. #01017722 Lic. #01039190

Mari & Patty



RE/MAX of Santa Clarita

661-284-5046
Lic. #00900017 Lic. #01031297

Lou Fricke



Realty Executives

661-964-1643
Lic. #0907630

Helen LaPrairie



Realty Executives

661-253-2112
Lic. #00973656

Bob and Veronica Lieffring



Coldwell Banker Vista Realty

661-714-7387
Lic. #01006213 Lic. #01004452

Evelyn Taibi



Realty Executives

661-250-0026
Lic. # 01123339

Neal Weichel



RE/MAX of Santa Clarita

661-284-5080
Lic. #01107376

Kathy Bost



RE/MAX of Santa Clarita

661-284-5461
Lic. #0912128

Nate Butcher



Keller Williams

661-312-6720
Lic. #01275767

Joyce Blackburn



Realty Executives

661-964-1675
Lic. #01043652

Brian Palmer



RE/MAX of Santa Clarita

661-702-4663
Lic. #01047928

Mike Bjorkman



RE/MAX of Santa Clarita

661-702-4700
Lic. #01169049

Mary Funk



Realty Executives

661-286-8635
Lic. #00614877

Kathy Watterson



RE/MAX of Santa Clarita

661-284-5506
Lic. #01022836

Rod McIntosh



Realty Executives

661-259-1100
Lic. #00601009

Tracy Hauser & Mike Lebecki



Re/Max of Santa Clarita

661-284-5034
Lic. #01044750

"The SCV Network Group" is made up of the Top Producing Realtors in the Santa Clarita Valley. For over 15 years we have met weekly to put our buyers and sellers together and share market information. It is often our listings that sell first, and for top dollar. In 2008 we represented over 800 buyers or sellers out of about 3000 resale transactions. The SCV Network is a strong group on your side that you can count on for your next real estate transaction.

In 1992 the market was very slow for sellers. Many agents that were left simply didn't know how to work in a tough 'buyers' market and it seemed like the same 70 or 80 agents were out showing property, going to MLS realtor meetings, and writing offers. A group of us decided that we would invite the top agents in town from different companies to a weekly network meeting where we would try to put our buyers and sellers together. We have been doing this since the 90's and the group functions like its own company – we network buyers and sellers, get more showings for our listings & share information about other agents from respective agencies, buyers and sellers that we might mix in with our buyers and sellers to produce multiple transactions.



REMAX OF VALENCIA
2009 TOP 25

1. **Neal Weichel**
2. **Carol Anderson**
3. **Louie Guerrero**
4. **Kathy Watterson**
5. **Paris MacIvor**
6. **Joshua Sues**
7. **Mike Bjorkman**
8. **Monica Barkley**
9. **Sam Heller**
10. **Susan Grantham**
11. **Laura Coffey**
12. **Tracy Hauser**
13. **Kathy Bost**
14. **David Rendall**
15. **Miguel Soler**
16. **Laura Dietz**
17. **Brian Palmer**
18. **Teresa Kucharski**
19. **Craig Volding**
20. **Jon Flaig**
21. **Mike Metcalf**
22. **Tami Cicerello**
23. **Jeremy Gray**
24. **Paul Atkins**
25. **Lauren Nemeschansky**

□ **RE/MAX** of Valencia
The Official Real Estate Company of the Santa Clarita Valley
25101 The Old Road
Santa Clarita, California 91381
Office: (661) 255-2650
Each office independently owned & operated

□ **RE/MAX** of Valencia
The Official Real Estate Company of the Santa Clarita Valley
27720 Dickason Dr.
Valencia, California 91355
Office: (661) 702-4500
Each office independently owned & operated



March 24, 2010

Neal Weichel
RE/MAX of Valencia
25101 The Old Road
Valencia, CA 91381

Dear Neal,

It gave us great pleasure to acknowledge your outstanding performance at our recent awards ceremony. Congratulations on receiving RE/MAX International's top honor - The Diamond Award. We were also pleased to recognize you as our #1 Top Salesperson of the year....for the 10th year in a row.

Your awards are a reflection of the outstanding service you provide. We acknowledge your hard work, quality customer service and unparalleled sales achievement. We look forward to your continued success.

Congratulations,

John & Alice O'Hare
Broker/Owners
RE/MAX of Valencia

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Valencia, Santa Clarita and Canyon Country For 2009

(ZIP Codes: 91321, 91350, 91351, 91354, 91355, 91381, 91382, 91383, 91384, 91387, 91390)



23.29%

20.31%

6.98%

4.72%

3.27%

3.24%

3.14%

1.67%



RE/MAX

Realty Exes

KW

CB

Prudential

Pinnacle

C-21

Dilbeck

RE/MAX[®] versus the Industry

Nobody Sells More Real Estate Than RE/MAX[®]



	TOTAL U.S. TRANSACTION SIDES	TRANSACTION SIDES PER U.S. AGENT	NUMBER OF COUNTRIES	NUMBER OF OFFICES WORLDWIDE	NUMBER OF AGENTS WORLDWIDE
RE/MAX	812,056	13.5	79	6,414	92,071
Coldwell Banker	650,229	7.3	49	3,264	96,689
Century 21	438,422	5.6	67	7,711	116,985
Keller Williams Realty	385,005	5.1	2	697	76,688
Prudential	318,600	5.9	7	1,885	55,700
ERA	117,196	6.5	46	2,600	29,562
Sotheby's International Realty	33,949	3.5	38	500	10,641
Better Homes and Gardens Real Estate	9,704	2.3	1	103	4,290

This chart of national franchise organizations is based upon 2009 data each organization provided to either REAL Trends, Inc., a leading industry analyst, or to the United States Securities and Exchange Commission on Form 10-K, Annual Report for 2009. Prudential data is based on REAL Trends estimates.

YOU NEED CERTAINTY. YOU NEED ANSWERS. YOU NEED **NEALWEICHEL.COM**

Get all the right answers from
the most experienced agent
in Santa Clarita.



11196A Ventura Blvd.
21212 The Old Road - Santa Clarita, CA 91351
EACH OFFICE INDIVIDUALLY OWNED AND OPERATED

**MORE LISTINGS.
MORE KNOWLEDGE.
MORE SALES.**

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661.284.5080

www.nealweichel.com



FOR MORE INFORMATION ON ANY OF THESE PROPERTIES CALL: **800-680-8053** AND ENTER THE 3 DIGIT CODE



661-284-5080

SENSATIONAL STEVENSON RANCH POOL HOME ON A CUL-DE-SAC! Large yard with pool, spa, nice hard scape, patio cover + tons of palms. Great floor plan with 3 beds up (all with strobed baths), plus open loft, full bed & bath down, 3-car garage w/built-ins. Newer hall decor throughout, wood + tile floors throughout. **MUST SEE!**



EXT #818

AWESOME 4 BEDROOM + LOFT + OFFICE SAUGUS HOME WITH POOL SIZED LOT! GREAT UPGRADES TOO - Granite in kitchen, private location up above street with private driveway, laundry, and all baths, oversized tile floors. Full bedroom/bath down + office, 3 bedrooms + loft, up, built-ins and mirrored wardrobes. **SHARP!**



661-284-5163

SUPER SHARP VALENCIA NORTHPARK POOL HOME! Popular open floor plan, cul-de-sac location, 4 bedrooms + loft up and full bedroom/bathroom down. Large kitchen with granite, back splash, family room with built-in. Stone floors, upgraded carpet, warm 2-tone paint, nice blinds and window treatments - **SHARP!**



EXT #521

**MAGNIFICENT WESTRIDGE
GUARD GATED CUSTOM WITH
INCREDIBLE VIEWS!**

Cul-de-sac location, pool + spa, outdoor fireplace, exceptional floor plan with full bed/bath down, huge family room, game room, 4 bedrooms up. Awesome Upgrades - wood, granite, stone - **WHAT A PROPERTY!**



EXT #901

STEVENSON RANCH POOL HOME WITH HUGE TROPICAL OASIS YARD! Incredible lot with palms, huge Pebble tech pool with slide, BBQ, stamped concrete flagstone - WOW! Open floor plan with wood + travertine style floors, granite in kitchen, built-ins, stone Jacuzzi tub in master bath. Nicest by far!



EXT #811

WOW! LARGEST SOUTHERN OAKS ESTATES HOME ON A CUL-DE-SAC WITH VIEWS AND A POOL-SIZED YARD! Private lot with a private driveway gate. Open floor plan - huge kitchen with granite, neutral decor, full bedroom/bath down, 4 beds plus loft up. **PRICED TO SELL!**

SANTA CLARITA'S TOP AGENT...NO ONE SELLS MORE HOMES THAN NEAL.

View properties online at www.santaclarita.homesandland.com

Homes & Land of the Santa Clarita & Antelope Valleys 8-A-3

Best Westridge Valencia Pool Home Available!



26937 Granite Ridge Court • Valencia

\$999,900



5 bedrooms
4 beds + loft up, 1 bed + office down

5 baths
4129 square foot
Largest model

Highly upgraded w/granite
Stainless steel appliances
Breakfast bar & formal dining room

Wood & tile flooring + Built-ins
Exceptional hardscape w/pool, spa & BBQ



NEAL WEICHEL

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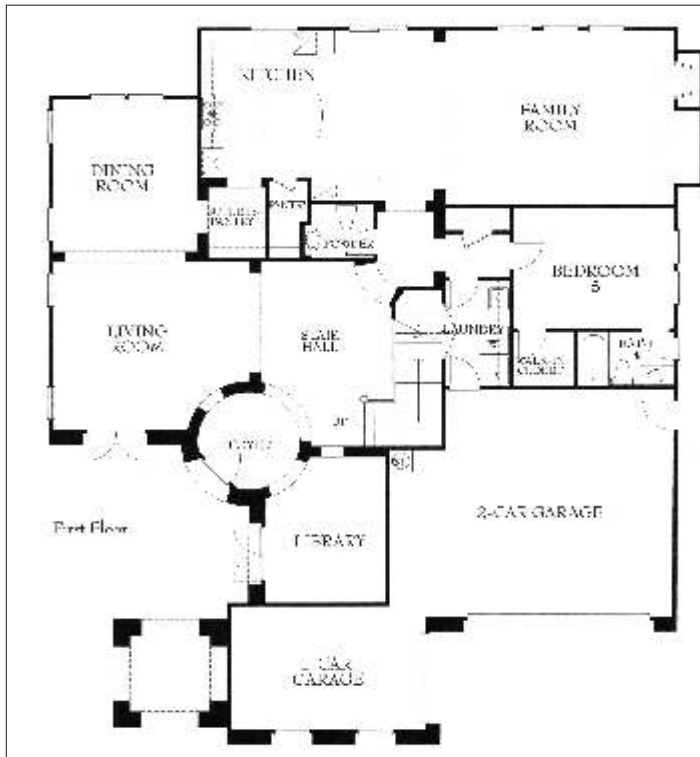
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MORE THAN 2000 HOMES SOLD BY NEAL

The only Realtor in SCV with Over \$1 Billion in Real Estate Sold!"

STEVENSON RANCH - 604

25817 Meadow Lane	25756 Hood Way	25841 Royal Oaks Road	26172 Twain Place	25122 Huston Street
25820 Arbor Lane	25342 Fitzgerald Avenue	25808 Flemming Place	24972 Southern Oaks Dr	26826 Marlowe Court
25742 Hawthorne Place	26010 Twain Place	25605 Chase Street	25122 Steinbeck Avenue	26608 Brooks Circle

NEWHALL - 180

19304 Ackerman Avenue	25049 Highspring Avenue	21001 Oakriver Lane	26212 Crimson Court
24834 Bella Vista Drive	18828 Vista Del Canon C	23656 White Oak Court	21013 Oakleaf Canyon Dr
21307 Oakforest Lane	23420 Glenridge Drive	25073 Everett Drive	18864 Vista Del Canon G

VALENCIA - 765

26810 Stonegate Drive	23379 Camford Place	27167 Saddlepeak Trail	27734 Mansfield Court	26958 Granite Ridge Court
27041 Fairway Lane 62	25349 Via Telino	23215 Cicely Court	26472 Valley Oak Lane	27003 Carmelita Drive
27711 Summer Grove Pl	23248 Beaumont Street	28727 Calle Plata	26140 Shadow Rock Ln	26848 Greenleaf Court

SAUGUS - 510

29038 Raintree Lane	28329 Hulsey Court	22758 Shadow Cliff Court	28225 Stonington Lane	20102 Cavern Court
21455 Carol Sue Lane	28309 Contessa Avenue	25087 Barnhill Road	27347 Catala Avenue	28113 Seco Canyon Road 77
28139 Bobwhite Circle 87	22610 Paragon Drive	22078 Gold Canyon Drive	19727 Byrne Place	29109 Starwood Place

CANYON COUNTRY/AGUA DULCE - 340

29563 Poppy Meadow St	17773 Cape Jasmine	30419 Sunrose Place	18630 El Dorado Court	20116 Ermine Street
26848 Claudette Street 213	26650 Macmillan Ranch Rd	28225 Hot Springs Ave	26603 Swan Lane	19216 Stillmore Street
19766 Terri Dr	28822 Oak Spring Canyon Rd	27557 Glasser Avenue	28236 Foxlane Drive	

CASTAIC - 62

28017 Forst	29039 Concorse Drive	30508 Terraza Court	28510 Applewood Lane	31926 Citrine Court
30516 Gibraltar Place	28454 Cascade Road	27506 Amethyst Way	27731 Buckskin	25821 DeQuinc
28451 Oak Valley Road	27933 Lassen Street	29965 Muledeer Lane	31302 Castaic Oaks	30905 Gilmour



SANTA CLARITA'S TOP AGENT...
NO ONE SELLS MORE HOMES THAN NEAL.

Get all the right answers
from the most experienced
agent in Santa Clarita.

MORE LISTINGS.
MORE KNOWLEDGE.
MORE SALES.



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NO ONE SELLS MORE HOMES THAN NEAL

HOME FOR BUYERS

FOR SELLERS

ABOUT NEAL

NEAL'S BLOG

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FEATURED LISTING



BRIDGEPORT - Waterfront

\$840,000

4 Bedroom(s) / 3.5 Bath(s)

Size: 2,780 sq. ft.

[Details On This House](#)

[Virtual Tour](#)

[VIEW ALL OF NEAL'S LISTINGS](#)

[SEARCH THE NATIONWIDE MLS](#)

FIND YOUR DREAM HOME TODAY

Search The Local MLS



Click On An Area To Get Started

Or
Call Neal Today!
661.284.5080

AGENTS: How To Submit Your Offer

LATEST NEWS

Sean O'Toole's Blog

Sean's blog Legislative update:

The Short Sale Experience

SHORT SALES 2010-READ THIS FIRST!
Buyers today have more control over the

Short Sale Central

How "We" Do Short Sales Short Sales have become an important



SANTA CLARITA'S #1 CHOICE IN REAL ESTATE FOR THE PAST 10 YEARS!

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Stevenson Ranch, CA 91381

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OUR WEBSITE



Neal's Listings

Get Listing Updates, Save Favorites, and More! Login Help Chat with the Team

Search Results

Sort by Price, High to Low

Alerts RSS Save

- 25854 Shady Oak Lane, Valencia** *unmappable* 23
\$1,699,990
 5 beds, 5 baths
 Size: 4,473 sq ft
 Lot size: 11,120 sq ft
 Add as favorite
- 25829 Flemming Place, Stevenson Ranch** 12
\$1,100,000
 5 beds, 5 baths
 Size: 4,124 sq ft
 Lot size: 12,553 sq ft
 Add as favorite
- 23924 Windward Lane, Valencia** *unmappable* 69
\$840,000
 4 beds, 3 full 1 part baths
 Size: 2,780 sq ft
 Lot size: 4,308 sq ft
 Add as favorite
- 26832 Alcott Court, Stevenson Ranch** 18
\$815,000
 5 beds, 4 baths
 Size: 3,689 sq ft
 Lot size: 11,491 sq ft
 Add as favorite
- 26867 Wyatt Lane, Stevenson Ranch** 14
\$799,900
 5 beds, 4 baths
 Size: 3,607 sq ft
 Lot size: 15,899 sq ft
 Add as favorite

Save This Search

Get RSS Updates
Get Email Updates

Map Details

Jump to a city, zip, or MLS #

Zoom - + Map

42 properties found; 35 on map

Map data ©2010 Google, NEGI - Terms of Use

Search for Property Updates

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