

A GUIDE FOR SELLERS




LIVING
CA REALTY

BROKERED BY
expTM
REALTY



WELCOME

We believe in “home”.

Home is more than just a place; it’s where memories are made, milestones are celebrated, and life happens. Deciding to sell your home and start a new chapter is a big step, and it’s normal to feel overwhelmed or uncertain about the process.

That’s where we come in. At Living CA Realty, our team is here to guide you every step of the way. From preparing your home for the market to attracting the right buyers, negotiating favorable terms, and ensuring a smooth closing, we handle the details so you can focus on what comes next.

This booklet is designed to walk you through the process and show you how our team will work with you to make your sale as stress-free and successful as possible.

Let’s get started,

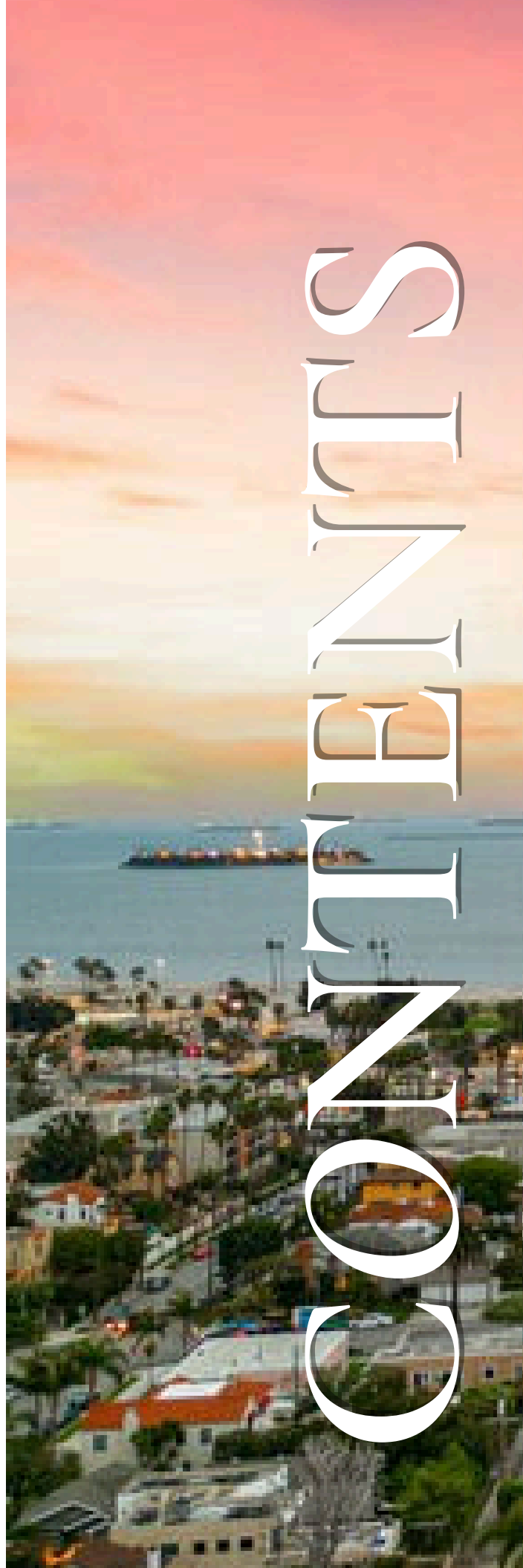
Living CA Realty Team

Living CA Realty Team



STUNNERS ON CON

- 03 *About Us*
- 05 *Successful Selling Process*
- 06 *Listing Consultation*
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- 29 *Let's get started!*



ABOUT US, BY THE NUMBERS

LIVING CA REALTY TEAM

Realtors and Community Ambassadors

ABOUT US

We're Living CA Realty, a team of full-time real estate professionals and passionate community builders. Our agents live, work, and stay actively involved in Southern California, from supporting local businesses to organizing community events. We believe real estate is about more than just transactions; it's about relationships, trust, and helping people feel at home. Whether you're buying, selling, or exploring your options, our team is here to guide you with experience, local knowledge, and a commitment to building stronger communities.

AUDIENCE DEMOGRAPHICS*

7,952

SOCIAL FOLLOWERS

95%

LOCAL AUDIENCE

AUDIENCE
PERFORMANCE
LAST 90 DAYS



202.3K
Views

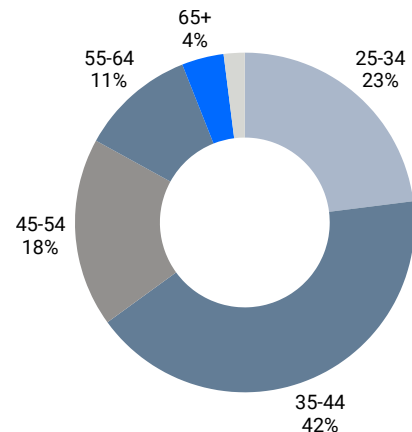


4.6K
Profile Visits



10.8K
Follower views

AGE RANGE



COMMUNITY BUILDING

TOP MEETUP GROUPS



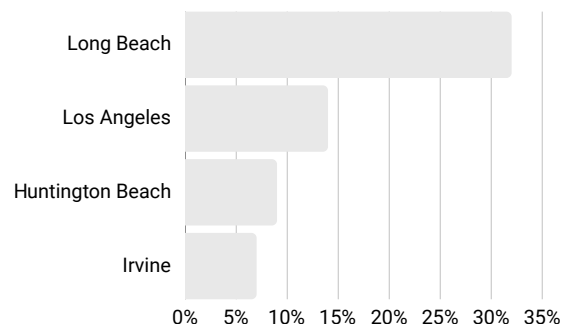
Living LA and OC	2,902 members
Paddling LA and OC	1,930 members
Golfing LA and OC	132 members
LB Edge	2,046 members
Furry Paws	361 members

LOCAL FACEBOOK GROUPS



Golfing LA and OC	4,715 members
Paddle LA and OC	1,675 members
LB Edge	460 members

TOP CITIES



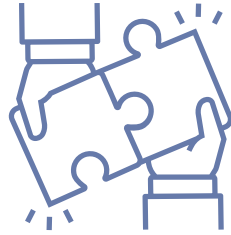
*Stats as of summer 2026

Why hire a team?



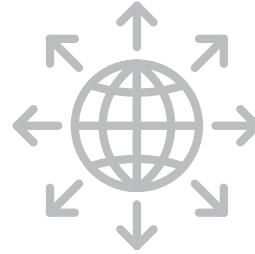
Your Team, on Your Side

When it comes to buying or selling a property, having a real estate team on your side is a game-changer. Not only will they always be available to take calls and show properties, but they'll also bring a wealth of experience and expertise to the table.



Collaboration Tailored to You

You're taking your largest asset to market! It is vital to have a variety of perspectives to build your specific marketing plan. As your partners, we build a plan tailored to your home. Each listing is vetted through the team, which ensures we don't have any holes in our marketing.



Access to Extended Reach

Our job is to get you the best deal, and we do that by leveraging our combined skillsets and extended network. With a team, your reach multiplies as we connect with more buyers, sellers, and agents to create better opportunities and faster results.



Partnership Without Surprises

While we personalize our marketing approach to fit your unique needs, we also take a structured approach to paperwork and communication. You will always know what to expect, what is coming next, and where we are in the process. No surprises, just transparency and trust.

SAY HELLO TO YOUR TEAM:



**DAVID
SANCHEZ**



**KIMBERLY
SMITH**



**DIANA
RUAN**



**MARIE
DALAGAN**

SUCCESSFUL SELLING PROCESS



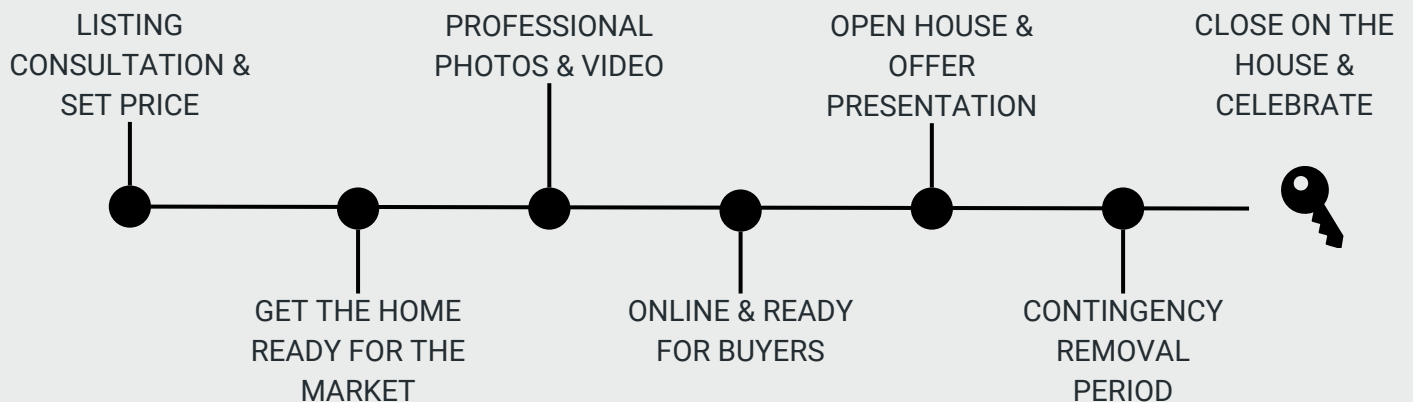
I KNOW THAT SELLING YOUR HOME CAN
BE STRESSFUL...

But it doesn't have to be. Instead, it can be the
glorious start to a new chapter. The reliving of
wonderful memories, *and* the anticipation of a
new family loving your home with fresh eyes.

With our modern approach to marketing and a
streamlined system for paperwork, we take the
stress out of SOLD.

Let's be honest, moving to a new home is
EXCITING!

TIMELINE BREAKDOWN:



LISTING CONSULTATION

This is where we make a plan together. As your agents, we're going to be asking you questions about your goals for selling your home and any questions or concerns you may have related to your sale. Please take a moment to think about those things before our consultation so that we can ensure we make the best use of our time together and address the most important issues.

We'll also be preparing materials for your review, including an overview of our marketing campaign, an explanation of social strategy and a comparative market analysis to show you what is selling (and not selling) in your market area.



A few things to think about before we meet...

What is your moving timeline?

What do you hope to net from your home sale?

What concerns do you have about listing or buying?

Write these things down before we meet so we can talk through all the details!

David Sanchez

Team Lead

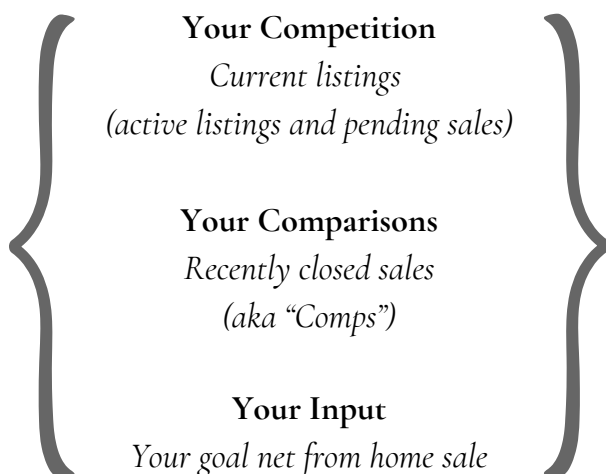
SETTING THE RIGHT PRICE



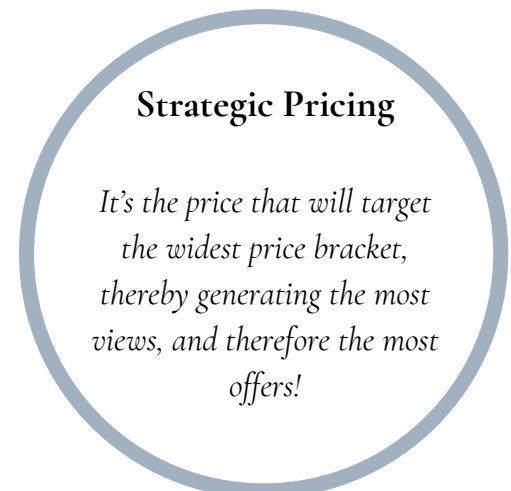
You know what happens when you overprice your house? *Nothing*. Nothing happens. No showings get scheduled, no offers come in.

Pricing is a science, and the single most important strategy you'll employ when going to market. During your listing consultation we'll make sure your goals align with market conditions and make a plan together.

THE “*Right Price*” FORMULA



=



PREPPING THE HOME

Cleaning and prepping your home to sell
can increase its value by 3% - 5%

Kitchen

- Clear off all counters, everything from plants, paper towels and toasters
- Remove all personal accessories
- Tidy pantry

Family Room

- Remove all personal accessories
- Declutter, including furniture if needed
- Editing pillows

Bedrooms

- Remove 30% of items in closets
- Remove all personal accessories
- Replace bright bedding with neutral tones if possible

Bathrooms

- Clear all counters of products
- Remove all personal accessories
- Replace bright towels & rugs with white ones

Back/Front Yard

- Tidy all toys, pack away as many as you can
- Trim all bushes & mow any lawns
- Rake any gravel
- No cars in driveway

Front Entry

- Sweep front porch + add welcome mat
- Plant potted flowers
- Trim and mow regularly

Throughout

- Wipe down all blinds and ceiling fans
- Touch up any drywall or paint

Final Clean

- Cleaning crew arrives to give the home a deep clean.
- A clean home represents the home has been well-kept thus increases the home's value to buyers.

Pre-Listing TO DO LIST

BATHROOM #1

KITCHEN

BACKYARD

FAMILY ROOM

FRONT ENTRY

BEDROOM #1

MISCELLANEOUS

Pre-Listing TO DO LIST CONT

BATHROOM #2

BEDROOM #2

FRONT YARD

BEDROOM #3

GARAGE/DRIVEWAY

BALCONY/PORCH

MISCELLANEOUS

Pre-Photo Day CHECKLIST



EXTERIOR

- Remove vehicles in the driveway/carports.
- Remove any lawn equipment and debris.
- Garage closed.
- Trash cans and hoses hidden.
- Neatly arrange patio furniture.

KITCHEN

- Remove any food or any small appliances from countertops.
- Hide the trash can.

LIVING AREAS

- Remove any temporary/colorful rugs or door mats.
- Please turn OFF the TV.
- Please hide any TV remotes, video game equipment, DVD's, visible cords, books, magazines, or pedestal fans.
- Remove any unused furniture.
- Open blinds to let in natural light.
- Light all fireplaces (only while supervised).

LIGHTS, LAMPS & FANS

- Turn ON All lights/lamps.
- Replace any faulty bulbs.
- Keep fans OFF or on low setting.

BEDROOM

- Neatly arrange bed sheets, covers, and pillows.
- Remove all items from bedside tables except lamps.

BATHROOM

- Toilet seat cover down.
- Remove toothbrushes, toothpaste, and any personal hygiene items from countertop.
- Remove toiletry bottles from shower.
- Neatly arrange any towels.

TIPS

Since garages are typically used for storage, it's OK to store/hide as many personal items in here. It's OK to store/hide as many personal items as we will not be taking pictures of inside any closets. Fresh-cut flowers always add a nice look to the photos. Don't stress! Just do as much as you can. The photographer will advise and adjust any items as needed.

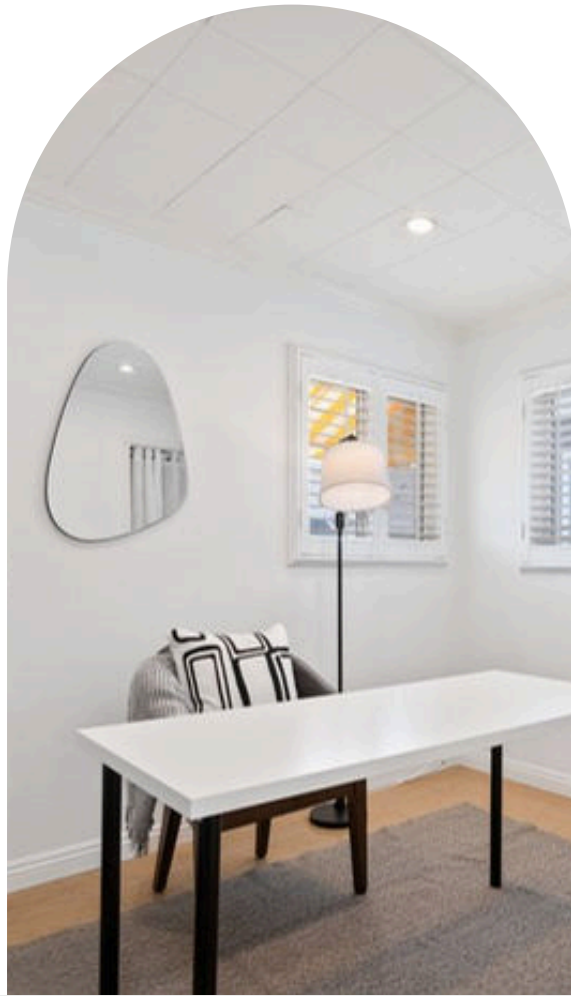


Professional Photos

Ever heard the saying, "You never get a second chance to make a first impression?"

It couldn't be more true in real estate. That first impression can be the difference between a quick sale and your home sitting on the market. Professional photography and video aren't just about showcasing the property; they're about helping potential buyers picture themselves living there.

The good news? You don't have to stress about this; professional photos and video are included with all of our listing packages.



Shocking Truths



Homes listed with professional photography sell **32%** faster.



The average Return on Investment (ROI) for professional real estate photography is **826%**.



68% of consumers say that great photos made them want to visit the home.

Go-To Market Timeline

Homes perform best when they go to market on Thursday. In order for your home to go to market on Thursday, all cleaning and photos should be taken approximately 2 - 3 weeks prior.

On photo day, we'll do staging and cleaning before moving on to photo and video. This is an all-day event, and it is best if you plan to be gone for the majority of the day.

The photos and videos will then be edited and used to build the following marketing materials:

- Your personalized website
(i.e. 123MainSt.com)
- Neighborhood direct mail pieces
- Social media posts & ads
- Open house materials



GOING TO MARKET

Three-Step Marketing Process

When taking a home to market, it's imperative to have an immersive marketing strategy.

This means your ideal buyer is seeing your home multiple times in multiple mediums.

This Three-Step approach allows for buyers across all generations to see the details of your home.

01

MAILERS

02

SOCIAL

03

OPEN
HOUSE

THE DETAILS...

01

MAILERS: I know, most agents will tell you these are a waste of time and money, but my data tells me otherwise. This is where we let all the neighbors know about your home.

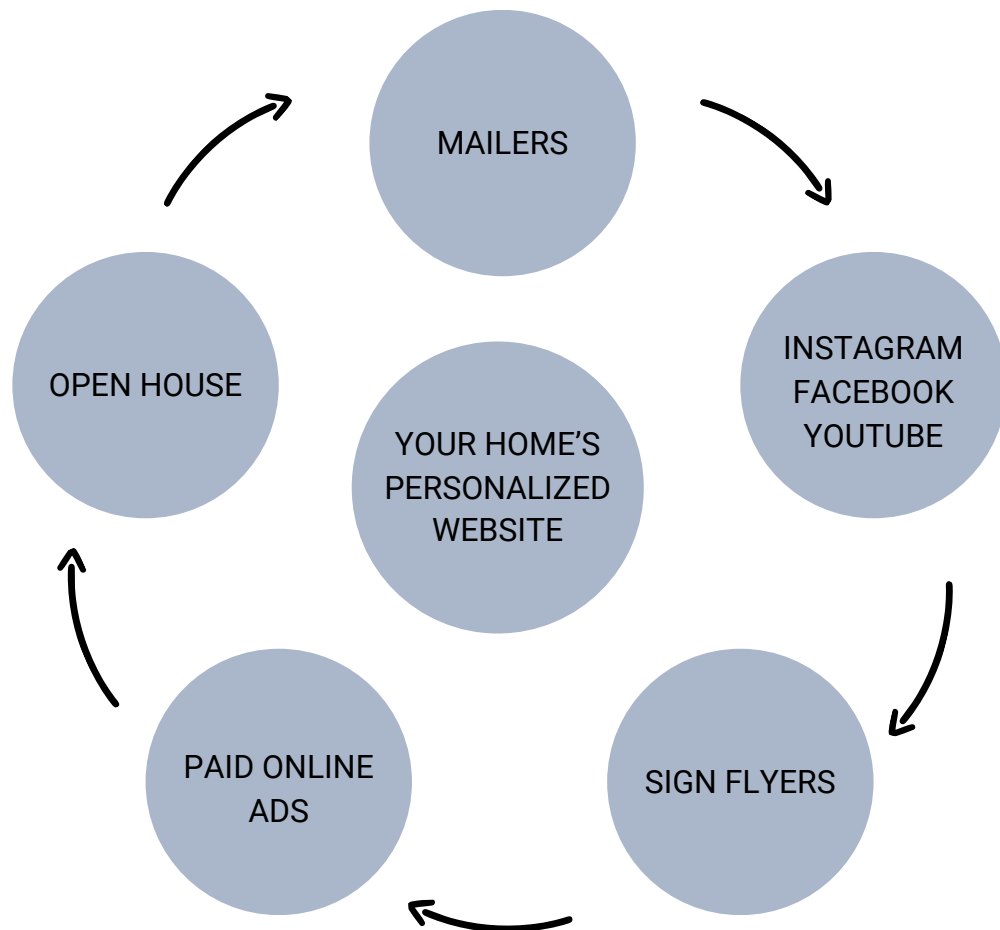
02

SOCIAL: They see a postcard in the mail and then a reel pops up talking about the same house. Then a Facebook ad... finally, buyers are clicking on the link to your home's website, where they can take a full digital tour.

03

OPEN HOUSE: Invite them to the Open House so they can see what you have to offer in real life. Since they've already seen the photos and videos, this buyer is highly invested in your home.

The 7-11-4 Rule



Studies show that in order for consumers to make a buying decision they need to spend 7 hours of time, with 11 touch points from at least 4 different platforms to feel comfortable pulling the trigger. This is why immersive marketing is an absolute MUST when going to market.

Perhaps 7 hours feels aggressive, but buying a home is often one of the biggest decisions consumers make, so we want to make it easy for them to spend 7 hours on YOUR HOME. This is how we do it!

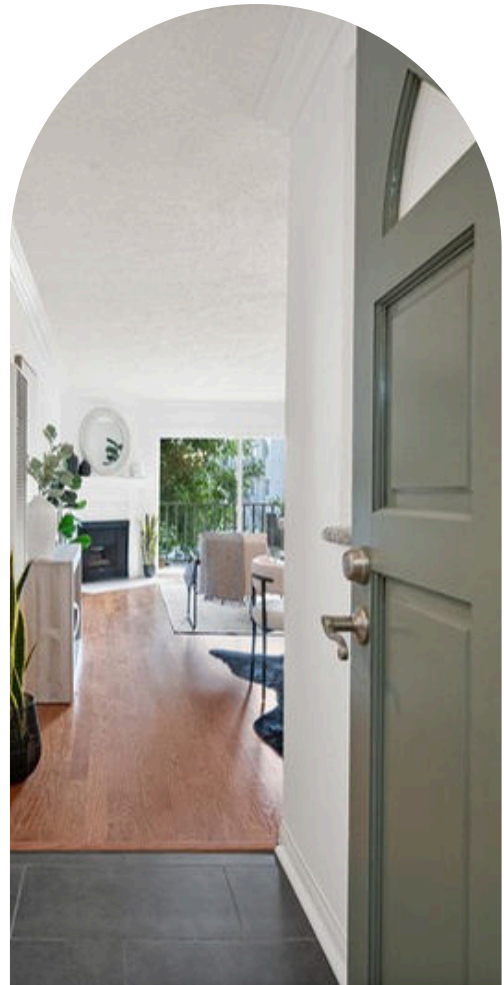
Marketing PLAYBOOK

-  **COMING SOON** → *generate interest*
-  **CLEAN & PREP** → *remove clutter, prepare for photo & video staging*
-  **POSTCARD CAMPAIGN** → *spread your information door to door*
-  **PHOTO & VIDEO** → *full immersive photo & video taken to showcase your home*
-  **SOCIAL DEPLOY** → *push the right information to social networks*
-  **CUSTOM WEBSITE BUILD** → *showcase home information & track all site visitor activity*
-  **OPEN HOUSE** → *visitors sign-in & receive custom follow-up*

ONLINE DEBUT LISTED TO SELL

It's no secret that the housing industry has changed over the years. Gone are the days of newspaper listings and word-of-mouth lead generation — now, most people turn to the Internet when looking for new homes. With 95% of home buyers using it, the Internet is an essential tool in the home search process. In fact, 68% of buyers say that using the Internet is their very first step in finding a new home.

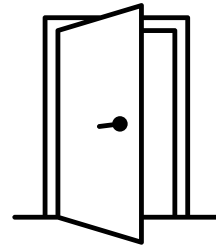
The average home buyer spends 10 weeks searching for a home and previews 12 properties before deciding on their purchase.



*We give your home as much visibility
as possible using a variety of tools to
ensure your home is seen by **thousands**
of potential buyers.*

Of course, we don't forget the basics: We publish your listing on the MLS (Multiple Listing Service), syndicate with major real estate platforms like Zillow, Trulia, Redfin, and Realtor.com, and claim those listings to follow statistics.

Showing Day CHECKLIST



During showings, your home should feel as ready as it did on the photo day. Think Better Homes & Gardens or your favorite celebrity stopping by. A clean, decluttered space creates calm and lets buyers envision themselves living there.

General Reminders:

- Don't put it down, put it away
- Keep cleaning wipes handy for quick touch-ups
- Go to bed with a spotless home to reduce stress in the morning
- Buyers will open cabinets, drawers, and closets so avoid hiding clutter there
- Double-check all windows and doors are locked before leaving
- Have go bags or boxes ready to take items with you
- If you have recording or listening devices, do not listen to showings

Quick Priority Checklist (Do these first):

- Secure valuables including cash, jewelry, prescriptions, and weapons in your go bag
- Ensure the home smells fresh using a candle warmer or simmer pot
- Set out brochures and our business cards
- Replace any staging items that were removed
- Turn on soft, non-lyrical background music if possible
- Put out snacks and waters if provided
- Make keys for areas not in the Supra box accessible, such as a kitchen drawer

Full Home Prep:

- Thermostat set to 68 to 72 degrees
- Remove all personal items and visible clutter using go bags or your car
- Open all curtains and blinds
- Turn on all lights and lamps
- Secure pets and hide pet items including beds, bowls, and leashes
- Empty all trash cans
- Close all drawers, cabinets, and storage doors
- Tidy closets and close doors
- Hide laundry
- Replace burned-out bulbs
- Vacuum carpets and floors
- Mop hard surfaces
- Hide visible cords
- Clean all mirrors and windows
- Buyers may look under sinks so keep them tidy

Showing Day CHECKLIST

CONTINUED

Exterior:

- Close the garage
- Remove cars from the driveway
- Hide or neatly arrange lawn equipment, toys, trash, and recycling bins
- Roll up hoses and secure sprinkler attachments
- Open patio umbrellas
- Shake out doormats
- Sweep and hose down the porch
- Remove pet waste from the yard
- Rake leaves if needed

ROOM BY ROOM DETAILS

Living Room:

- Straighten pillows, throws, and furniture
- Align rugs
- Dust surfaces
- Turn off TVs and hide remotes
- Arrange books and magazines neatly

Kitchen:

- Clean all countertop appliances and wipe down surfaces
- Clean stove hood, exhaust fan, and stovetop
- Clear and dry the sink and hide soaps or sponges under the sink
- Clean exterior of all appliances
- Remove old food from the fridge and tidy interior
- Run dishwasher and garbage disposal
- Organize cupboards and pantry

Bedrooms:

- Make beds and arrange pillows
- Remove excess blankets or comforters

Bathrooms:

- Hide all personal care items
- Remove towels unless clean white towels are used
- Scrub toilets and close lids
- Remove bath mats
- Clean sinks, faucets, countertops, and mirrors
- Wipe tubs and shower glass or close curtains
- Remove excess bath products, toys, plungers, and scrub brushes

Office or Work Areas:

- Turn off computer screens
- Hide personal paperwork and bills
- No visible clutter or loose paper

Garage:

Buyers expect garages to store items, so just keep things neat, clean, and organized if possible. A full or even somewhat messy garage is perfectly acceptable, but a messy garage is always better than a messy house.

OPEN HOUSE

an essential item



Why it's essential:

- An open house exposes your listing to the world, whether online or in your neighborhood
- More open house dates = renewed attention on online portals
- More attention on online portals = more potential buyers
- It's a chance for potential buyers to experience your home live and in color
 - More foot traffic could mean a passerby "just for fun" or "out of curiosity" could be your buyer

OFFER PRESENTATION

what happens when we receive an offer

- Your team reviews the offers with you side-by-side. We'll compare them and decide which ones to accept or counteroffer.
- In a multiple-offer situation, we'll review them all at once.
 - This strategy allows us to compare offers from different buyers at the same time and we can tailor our counteroffer to each potential buyer to craft the perfect offer to accept.

Luckily, we'll take analyzing this 38+ page offer off your plate!
We'll highlight what matters, so you can move quickly with no mistakes.

CALIFORNIA RESIDENTIAL PURCHASE AGREEMENT AND JOINT ESCROW INSTRUCTIONS
(C.A.R. FORM RPA, Revised 12/22)

Date Prepared: 08/15/2023

1. OFFER:

A. THIS IS AN OFFER FROM [Redacted] ("Buyer"), situated in [Redacted] (City), Orange (County), California, 92742 (Zip Code), Assessor's Parcel No(s) [Redacted] ("Property").

B. THE PROPERTY to be acquired is [Redacted] in Huntington Beach (City), Orange (County), California, 92742 (Zip Code), Assessor's Parcel No(s) [Redacted].

C. THE TERMS OF THE PURCHASE ARE SPECIFIED BELOW AND ON THE FOLLOWING PAGES.

D. Buyer and Seller are referred to herein as the "Parties." Brokers and Agents are not Parties to this Agreement.

2. AGENCY:

A. DISCLOSURE: The Parties each acknowledge receipt of a "Disclosure Regarding Real Estate Agency Relationships" (C.A.R. Form AD) if represented by a real estate licensee. Buyer's Agent is not legally required to give to Seller's Agent the AD form Signed by Buyer. Seller's Agent is not legally obligated to give to Buyer's Agent the AD form Signed by Seller.

B. CONFIRMATION: The following agency relationships are hereby confirmed for this transaction.

Seller's Brokerage Firm eXp Realty of Greater Los Angeles, Inc. License Number 02188471
Seller's Agent David Sanchez License Number 02029945
Is (check one) ☐ the Seller's Agent (Salesperson or broker associate); or ☒ both the Buyer's and Seller's Agent (Dual Agent).

Buyer's Brokerage Firm eXp Realty of Greater Los Angeles, Inc. License Number 02188471
Buyer's Agent David Sanchez License Number 02029945
Is (check one) ☐ the Buyer's Agent (Salesperson or broker associate); or ☒ both the Buyer's and Seller's Agent (Dual Agent).

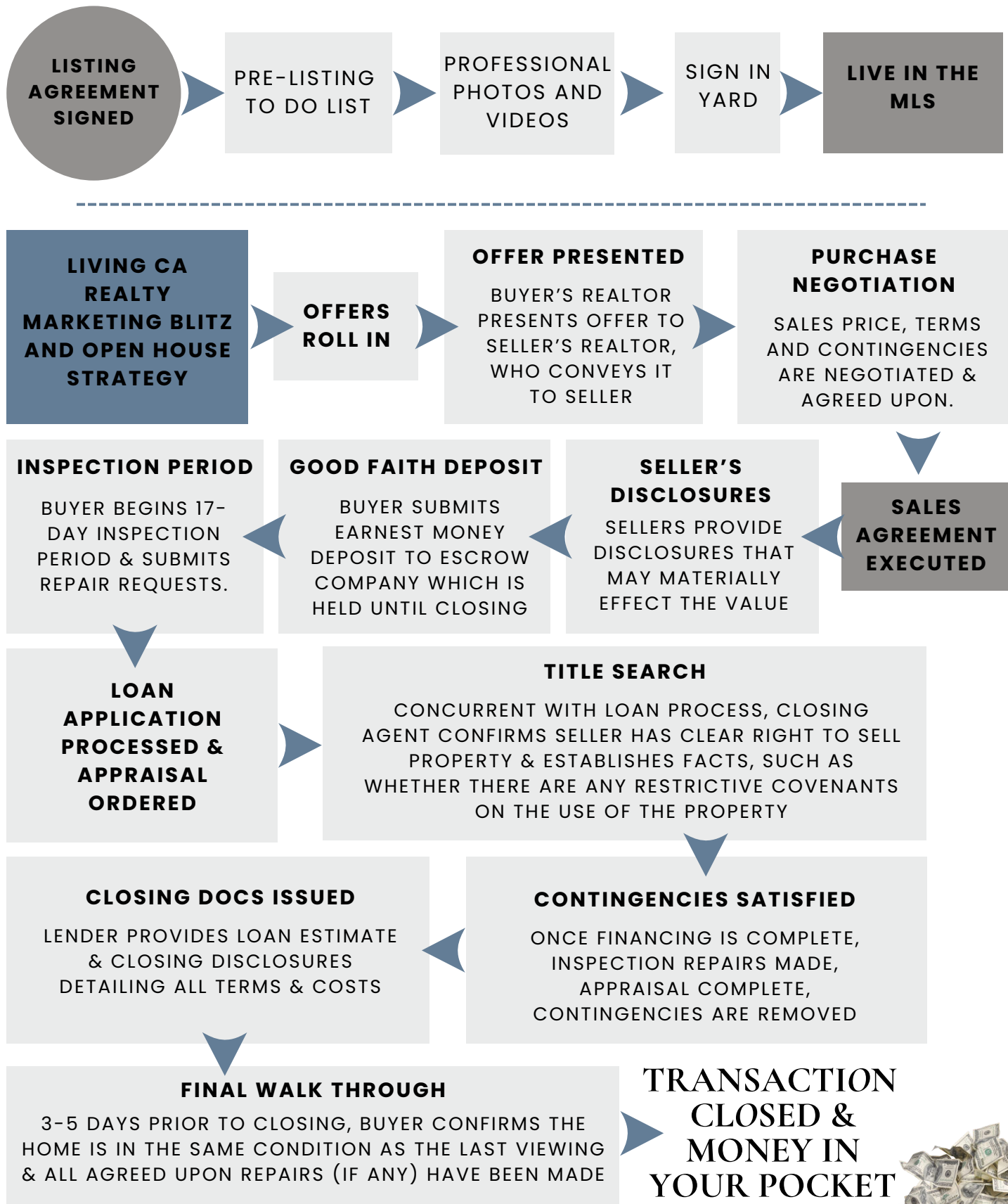
C. ☐ More than one Brokerage represents ☐ Seller, ☐ Buyer. See, Additional Broker Acknowledgement (C.A.R. Form ABA).

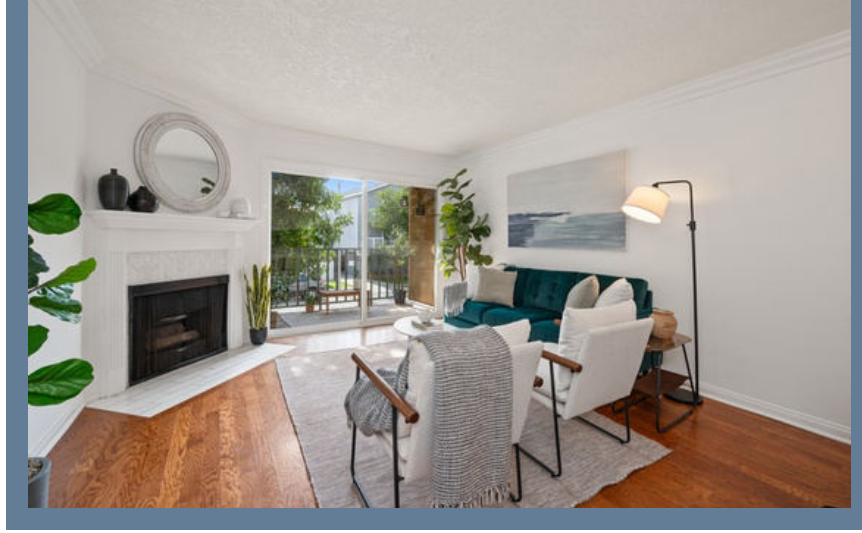
D. POTENTIALLY COMPETING BUYERS AND SELLERS: The Parties each acknowledge receipt of a ☒ Possible Representation of More than One Buyer or Seller - Disclosure and Consent" (C.A.R. Form PRSS).

3. TERMS OF PURCHASE AND ALLOCATION OF COSTS: The items in this paragraph are contractual terms of the Agreement. Referenced paragraphs provide further explanation. This form is 16 pages. The Parties are advised to read all 16 pages.

Paragraph #	Paragraph Title or Contract Term	Terms and Conditions	Additional Terms
A	5, 5B (cash)	Purchase Price \$ <u>1,155,000.00</u>	☐ All Cash
B	Close Of Escrow (COE)	Days after Acceptance OR on <u>08/26/2023</u> (date)	
C	32A	Expiration of Offer 3 calendar days after all Buyer Signature(s) or ☐ at 5PM or ☐ AM ☐ PM	
D(1)	SA(1)	Initial Deposit Amount \$ <u>23,100.00</u> (2.00% of purchase price) (% number above is for calculation purposes and is not a contractual term)	within 3 (or _____) business days after Acceptance by wire transfer OR ☐
D(2)	SA(2)	☐ Increased Deposit (Money placed into escrow after the initial deposit. Use form DID at time increased deposit is made.) \$ _____ (% number above is for calculation purposes and is not a contractual term)	Upon removal of all contingencies OR ☐ (date)
E(1)	SC(1)	Loan Amount(s): First Interest Rate <u>6.00%</u> (fixed rate or ☐ initial adjustable rate) • Buyer to pay up to _____ points to obtain the rate above 17 (or _____) Days after Acceptance	Conventional or, if checked, ☐ FHA (Forms FVAC/HID attached) ☐ VA (Form FVAC attached) ☐ Seller Financing ☐ Other:
E(2)	SC(2)	Additional Financed Amount Interest Rate <u>6.00%</u> (fixed rate or ☐ initial adjustable rate) • Buyer to pay up to _____ points to obtain the rate above	Conventional or, if checked, ☐ Seller Financing ☐ Other:
E(3)	SC(3)	Occupancy Type Primary, or if checked, ☐ Secondary ☐ Investment	
F	SD	Balance of Down Payment \$ <u>34,650.00</u>	
		PURCHASE PRICE TOTAL \$ <u>1,155,000.00</u>	

HOW DOES A REAL ESTATE TRANSACTION WORK?





CONTINGENCY PERIOD

A contingency is a condition in the purchase agreement that must be met for the sale to move forward. In other words, the property will be purchased **only if** these conditions are satisfied.

Common contingencies include investigation, appraisal, and loan approval. (explained on next page)

Once the contingency period ends and everything checks out, only two steps remain: title review and transfer of ownership.

Our team will guide you through the process, helping you understand which contingencies apply, when they're necessary, and how to navigate them with confidence.



COMMON CONTINGENCIES

Investigation Contingency

Every contract has an investigation contingency. This is where the buyer is able to do their due diligence on the property with a professional inspection.

Appraisal Contingency

Inside the buyer's financing, there is often an appraisal contingency. This means the buyer's financing is contingent upon the home appraising for their purchase price.

Loan Contingency

Most contracts are also contingent on the buyer's financing. We don't accept offers unless we have the buyer's pre-approval from a lender.

Home Sale Contingency

Some contracts are also contingent upon the buyer selling and closing on their current home. There will be additional paperwork and dates we abide by with this type of contingency.



CLOSING DAY

This is it! The big day! I've done this dozens of times, and I promise you, we'll get through it just fine. You'll be signing a lot of paperwork today, most of it pretty dull, and all of it important. The good news is, it's all paperwork we'll have already reviewed. After you sign everything, the deal is closed once the following is done:

1. County recorder's office records the deed.

The deed isn't a legal document until it has been recorded by the county recorder's office. Once each party has signed, the title company will send it to record. This can take a few hours.

2. Transfer of funds.

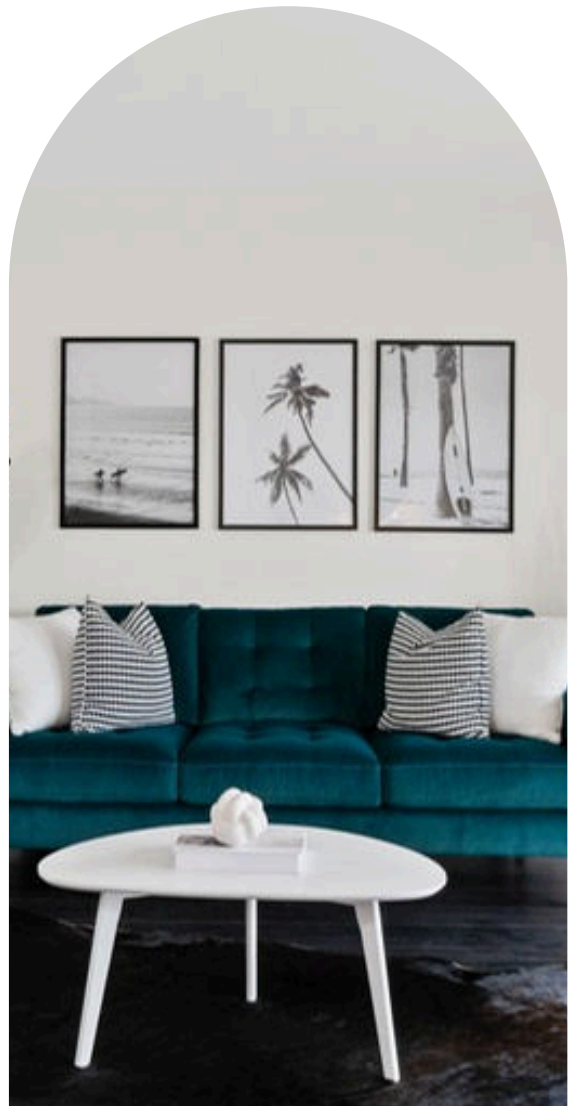
Depending on when the deed records, funding will follow. Some loans fund the same day, and some take up to 48 hours after recording. Don't stress about the funding being immediate - the home is officially closed once it is recorded. The lender and escrow company have the funds, it's just a process to transfer them into your bank account.

Once the deed records, we'll release keys to the new homeowner.

AGENT COMPENSATION

In a typical real estate transaction, there are two agents involved: one representing the seller and the other representing the buyer. Each agent works to negotiate terms that best serve their client's interests.

Prior to August 17th, 2024, it was common for sellers to pay their listing agent and also offer a percentage of the purchase price to the buyer's agent for representing the buyer. However, new National Association of Realtors (NAR) regulations prevent us from including the buyer's agent's compensation in the Multiple Listing Service (MLS). Even so, sellers will likely still be expected and asked to cover this compensation.



- **It's all part of the negotiation.** Buyers will make their requests, but it's up to you to either agree to their terms or provide a counteroffer.
- **It creates a smoother transaction.** A buyer with representation is typically more informed, with an agent working to ensure the deal moves forward smoothly, leading to a successful closing for all parties involved.

While you're not required to offer compensation to the buyer's agent, allowing the buyer to include their agent's commission in the purchase price of the home can significantly reduce the cash they need to bring to closing. Traditionally, a buyer's agent's commission has been handled as a seller concession, but now you have the flexibility to decide how you want to address this. Be sure to consult with your lender and other trusted financial advisors to make the best decision for your situation.

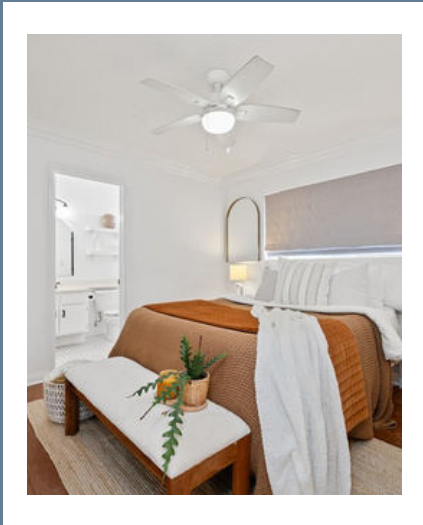


What you **CAN EXPECT**

This process is about more than just selling high and buying low. As any process would have it, some bumps in the road home are anticipated. Our commitment to you is doing our best to help us avoid any delays or roadblocks. You can expect weekly phone calls and side-by-side partnership with our tell-it-like-it-is approach with honesty and creative problem solving, to get you where you want to go.

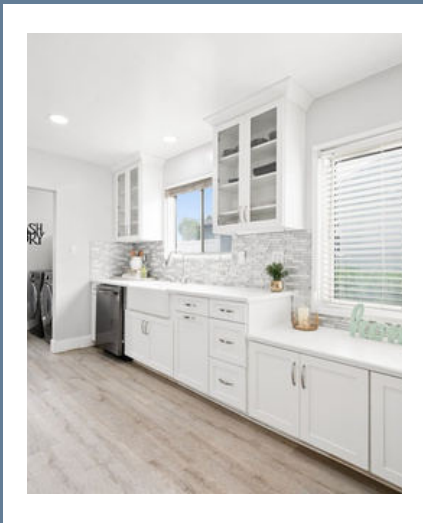
Living CA Realty

What others ARE SAYING



EZRA G.

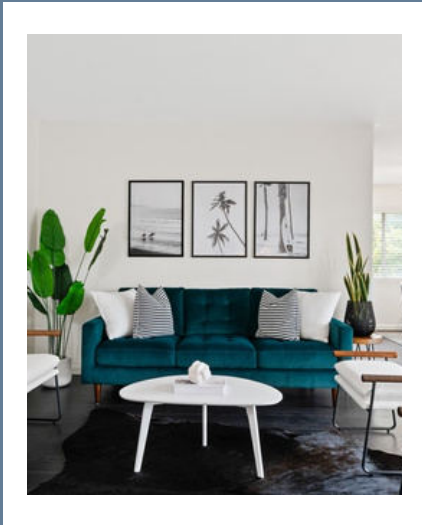
David Sanchez was amazing at helping us sell our Long Beach condo. He was honestly the best realtor because he got us the offer we accepted 4 days after it hit the market and helped us sell quickly. He connected us to his 1031 exchange company who effortlessly handled all the tax paperwork. He really went above and beyond what the best real estate agents do by coordinating a plumber, HVAC repair, and painters. The process was painless and enjoyable! Would love to work with David again!



MARQUIS T.

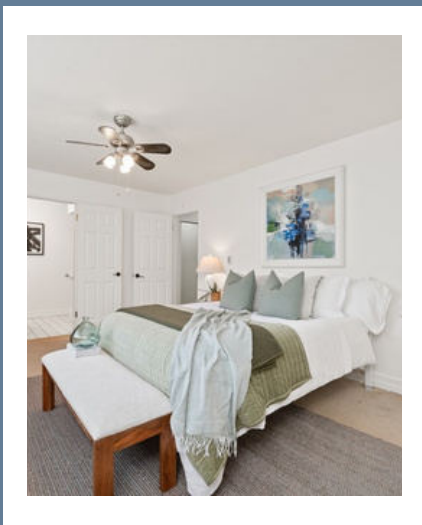
I had an opportunity to work with David Sanchez with the a sell and purchase of my home. After listing the property, I had multiple offers within less than a week and in contract. The property sold over asking price as well! After landing on a new home within the Long Beach, Rose Park area, David helped me negotiate a great price. The whole process of selling and purchasing went very smooth and it all happen within 90 days or less. I wouldn't hesitate to recommend David Sanchez with either selling and/or purchasing a property.

What others ARE SAYING



SHIVANGI V.

David Sanchez is the best Realtor! We have worked with him as both a buyer and seller on multiple properties in Long Beach and Huntington Beach. He helped us find our dream home in Huntington Beach and went above beyond to negotiate a favorable deal! I would highly recommend David Sanchez!



TERRY M.

Your search for a realtor is complete once you meet Kimberly! She was an absolute lifesaver!! She walked us through each and every step of the entire process and answered our many questions day and night. I could not imagine going through that process without her by my side. I cannot recommend her more!! Excited to use her again in the future!

NOTES

What is your moving timeline?

What do you hope to net from your home sale?

What concerns do you have about listing or buying?

Anything else to note or share? Keep it listed here:



David Sanchez

Team Lead

562.537.9206

David@LivingCARealty.com

DRE# 02029945



Kimberly Smith

Agent

562.505.7754

Kimberly@LivingCARealty.com

DRE# 02099190



Diana Ruan-McDonald

Agent | Se Habla Español

562.673.0423

ClientCare@LivingCARealty.com

DRE# 021036477



READY TO LIST?

Set your appointment
by scanning below:



Or Call

562.537.9206

