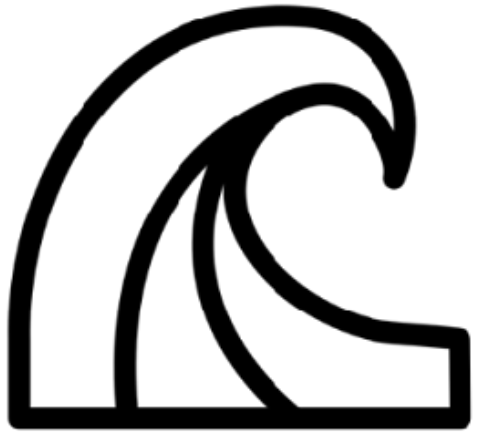




G I O M E T T I
R E A L T Y

Information for the Prospective Seller

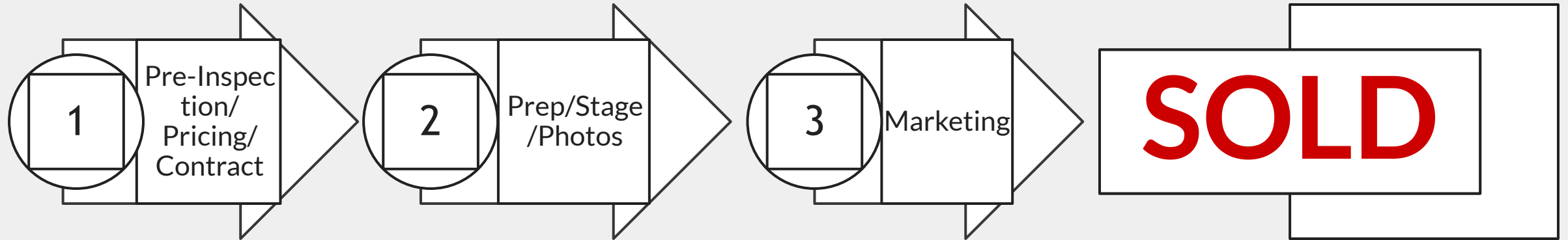
About Danny Giometti

- Licensed CA Real Estate Broker Since 2012
- Licensed Mortgage Broker Since 2020
- Member of the National Association of REALTORS®
- Masters in Urban & Regional Planning from University of California Irvine.
- Sole owner and broker of Giometti Realty Inc. - No Agency
- Co-listing agent provides additional prep, marketing, transaction support and real estate advice.
- Additional team members: Transaction Coordinator, Escrow, Title, Loan Processor
- Resident of South Orange County since 1990.

Credentials



The Selling Formula



Pre-Inspection and Initial Walk-Through

- It is important to pre-inspect your home to uncover repairs before the buyer does in order to avoid the buyer attempting to renegotiate the price lower or demand expensive repairs.
- Pre-inspecting your home eliminates surprises and buyer renegotiation after contract.
- Pre-inspections help your home sell for more money.



Responsible Pricing based on Market Comps

- Correct pricing is key for best marketing and fast sale of home. Start with a large amount of comparables and narrow down to a small pool of similar properties.
- Determine pricing based on sellers bottom line, time-frame and time of year.
- List high, at market, or below market depending on situation.
- The market will always determine the value of the home.
- Pricing, staging photography and ease of access are key elements of a fast and well priced sale.

Comparative Market Analysis



Danny Giometti

Giometti Realty

 CALIFORNIA ASSOCIATION OF REALTORS®

SELLER MULTIPLE COUNTER OFFER No. _____
(C.A.R. Form SMC0, Revised 12/15)

This is a counter offer to the ☐ Purchase Agreement ☐ Other _____ Date _____
dated _____, on property known as _____ ("Offer"),
between _____ ("Buyer")
and _____ ("Seller").

1. **TERMS:** The terms and conditions of the above referenced document are accepted subject to the following:
A. Paragraphs in the Offer that require initials by all parties, but are not initialed by all parties, are excluded from the final agreement unless specifically referenced for inclusion in paragraph 1C of this or another Counter Offer.
B. Unless otherwise agreed in writing, down payment and loan amount(s) will be adjusted in the same proportion as in the original Offer.
C. **OTHER TERMS:** _____

D. The following attached addenda are incorporated into this Multiple Counter Offer: ☐ Addendum No. _____
☐ _____

2. **BINDING EFFECT:** Seller is making Multiple Counter Offers to other prospective Buyers on terms that may or may not be the same as in this Multiple Counter Offer. This Multiple Counter Offer does not bind Seller and Buyer unless all of the following occur in the times specified below: Seller signs in paragraph 5, Buyer signs in paragraph 7, Seller signs in paragraph 8, and Buyer receives a copy of the Multiple Counter Offer with all of the signatures. (Note: Prior to the completion of all of the foregoing, Buyer and Seller shall have no duties or obligations for the purchase or sale of the Property.)

3. **EXPIRATION OF SELLER MULTIPLE COUNTER OFFER:** This Multiple Counter Offer shall be deemed revoked and the deposits, if any, shall be returned to Buyer unless by 5:00PM on the third Day After the date Seller signs in paragraph 5 (if more than one Seller, then the last date) (or by _____ AM _____ PM on _____ (Date)), (i) it is signed in paragraph 7 by Buyer, and (ii) a copy of the Multiple Counter Offer signed by Buyer is personally received by Seller or _____ who is authorized to receive it.

4. **MARKETING TO OTHER BUYERS:** Seller has the right to continue to offer the Property for sale. Seller has the right to accept any other offer received, prior to Seller selection of this Multiple Counter Offer.

5. **SELLER MAKES THIS MULTIPLE COUNTER OFFER ON THE TERMS ABOVE AND ACKNOWLEDGES RECEIPT OF A COPY.**

Date _____

6. **ACCEPTANCE OF SELLER MULTIPLE COUNTER OFFER:** Buyer's acceptance of this Seller Multiple Counter Offer shall be deemed revoked and the deposit, if any, shall be returned to Buyer unless by 5:00PM on the fourth Day After the date Seller signs in paragraph 5 (if more than one Seller, then the last date) (or by _____ AM _____ PM on _____ (Date)) (i) it is signed in paragraph 8 by Seller, and (ii) a copy of this Seller Multiple Counter Offer signed by Seller in paragraph 8 is personally received by Buyer or _____ who is authorized to receive it.

7. **ACCEPTANCE:** Buyer accepts the above Multiple Counter Offer (if checked ☐ SUBJECT TO THE ATTACHED COUNTER OFFER # _____) and acknowledges receipt of a Copy.

Date _____ Time _____ ☐ AM ☐ PM
Date _____ Time _____ ☐ AM ☐ PM

Real Estate Listing Contract

- Discuss all listing options and scenarios with owner.
- Work with owner on prep and sale costs, commissions to determine what works best for sale and situation. Any saved broker costs go to seller.
- Review and sign exclusive right to sell contract.
- Owner may back out of contract at any time for any reason. No obligation or pressure.
- Contract only becomes binding once escrow is opened.
- Also save costs associated with escrow (no seller fees), title.

 **CALIFORNIA ASSOCIATION OF REALTORS®** **RESIDENTIAL LISTING AGREEMENT**
(Exclusive Authorization and Right to Sell)
(C.A.R. Form RLA, Revised 6/17)

Date Prepared: _____

1. **EXCLUSIVE RIGHT TO SELL:** _____ ("Seller") hereby employs and grants _____ ("Broker") beginning (date) _____ and ending at 11:59 P.M. on (date) _____ ("Listing Period") the exclusive and irrevocable right to sell or exchange the real property described as _____, situated in _____ (City), _____ (County), California, _____ (Zip Code), Assessor's Parcel No. _____ ("Property").

☐ This Property is a manufactured (mobile) home. See addendum for additional terms.
☐ This Property is being sold as part of a probate, conservatorship or guardianship. See addendum for additional terms.

2. **LISTING PRICE AND TERMS:**
A. The listing price shall be: _____ Dollars (\$ _____).
B. Listing Terms: _____

3. **COMPENSATION TO BROKER:**
Notice: The amount or rate of real estate commissions is not fixed by law. They are set by each Broker individually and may be negotiable between Seller and Broker (real estate commissions include all compensation and fees to Broker).
A. Seller agrees to pay to Broker as compensation for services irrespective of agency relationship(s), either ☐ _____ percent of the listing price (or if a purchase agreement is entered into, of the purchase price), or ☐ \$ _____, AND _____, as follows:
(1) If during the Listing Period, or any extension, Broker, cooperating broker, Seller or any other person procures a ready, willing, and able buyer(s) whose offer to purchase the Property on any price and terms is accepted by Seller, provided the Buyer completes the transaction or is prevented from doing so by Seller. (Broker is entitled to compensation whether any escrow resulting from such offer closes during or after the expiration of the Listing Period, or any extension.)
OR (2) If within _____ calendar days (a) after the end of the Listing Period or any extension; or (b) after any cancellation of this Agreement, unless otherwise agreed, Seller enters into a contract to sell, convey, lease or otherwise transfer the Property to anyone ("Prospective Buyer") or that person's related entity: (i) who physically entered and was shown the Property during the Listing Period or any extension by Broker or a cooperating broker; or (ii) for whom Broker or any cooperating broker submitted to Seller a signed, written offer to acquire, lease, exchange or obtain an option on the Property. Seller, however, shall have no obligation to Broker under paragraph 3A(2) unless, not later than the end of the Listing Period or any extension or cancellation, Broker has given Seller a written notice of the names of such Prospective Buyers.
OR (3) If, without Broker's prior written consent, the Property is withdrawn from sale, conveyed, leased, rented, otherwise transferred, or made unmarketable by a voluntary act of Seller during the Listing Period, or any extension.
B. If completion of the sale is prevented by a party to the transaction other than Seller, then compensation which otherwise would have been earned under paragraph 3A shall be payable only if and when Seller collects damages by suit, arbitration, settlement or otherwise, and then in an amount equal to the lesser of one-half of the damages recovered or the above compensation, after first deducting title and escrow expenses and the expenses of collection, if any.
C. In addition, Seller agrees to pay Broker: _____

Prep-Work

- Pre-inspection and walk thru will help me determine what improvements would be helpful to ensure a fast sale at or above market price, while working within the sellers budget to maximize bottom line.
- Typically a fresh coat of paint to interior or exterior, house wash, and a deep cleaning are helpful in maximizing value.
- Consider cleaning up any overgrown vegetation in front yard to improve curb appeal.



Staging

- Staged and professionally photographed homes sell 1/3 quicker than traditional alternatives and for 7-10% more.
- Staging helps the buyers see themselves living in your home.
- Depersonalizing, decluttering, and reorienting spaces shows your home's maximum potential.



Professional Real Estate Photography



PHOTOGRAPHY VIRTUAL TOURS 3D TOURS OPEN GALLERY ORDER MY ACCT -

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IT'S ALL ABOUT **THE PHOTOS.**

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PREVIEWFIRST PHOTOGRAPHY
Because some homes deserve a spectacular presentation. Does yours?

OPEN
GALLERY

 **SCHEDULE
PHOTOGRAPHY** 

 **ORDER
VIRTUAL TOURS** 



Marketing

- Full MLS Syndication to all Real Estate Websites
- Agent pays for professional photos, helps prep home and marketing.
- At owners request, post sign may be ordered for property.
- If requested, agent may oversee property and sale for owner if owner cannot be present.
- Agent continues to review and edit listing and marketing materials based on days on market.
- Direct contact to Agent via phone, email, or text.



Listing Syndication to Multiple Real Estate Websites



Buyer Tours and Open Houses

- Extensive online marketing brings more buyers to open houses.
- Open houses can be held as often or as little as needed.
- Secure entry through Supra Box allows for licensed realtors ONLY to view property. Must contact listing broker before entering.
- Vacant, staged homes are best for showing.



Market time, negotiating and closing

- List as close to market value as possible for quick sale and most favorable marketing conditions. Less days on market is better!
- List below market, receive multiple offers to create non-distressed auction.
- List over market and make price adjustments as needed based on interest. Longer time on market is never better.
- I will do everything in my power to negotiate for the most favorable terms and conditions possible.
- All documents and signatures can be executed electronically.
- I will ensure a successful closing every time.
- Closing gift, help with move etc.



Contingency on purchase of replacement property...

- Options:
 - Close sale of current property first with a rent back period (this would afford you the opportunity to make a non contingent offer.
 - Get current home into escrow and keep escrow open until loan is ready to fund on replacement property.
 - Close sale of current property and move into a short term rental.
- Using Giometti Realty to sell your current home and purchase replacement property will allow us the opportunity to fast track the process, potentially using the same escrow. It will also eliminate an agent/ broker from the transaction so that there will be less negotiation between the listing and purchase.

Testimonials

Buy Rent Sell Home Loans Agent finder



California - MISSION VIEJO - Danny Giometti



Danny Giometti

Giometti Realty

★★★★★ 5.0 • 24 Reviews

2 sales in the last 12 months

About me

Broker (12 years experience)

Specialties: Buyer's agent, Listing agent, Consulting, City Permit Consulting, Property Management

My name is Danny and I am the owner and broker of Giometti Realty. I have over nine years of experience representing buyers and sellers in the Southern California real estate market. I graduated from UC Irvine with a Masters in Urban and Regional Planning in 2008 and was licensed as a California Real Estate Broker in 2012. I currently live in Mission Viejo with my wife, daughter, and our two dogs (Kip and Kallie). I pride myself on having a la...

[+ Show more](#)

For Sale

Active listings data currently unavailable.

Sold (39)

Address	Sold date	Closing price	Represented
 8426 Elburg St Paramount, CA, 90723	5/26/2023	\$645,000	Seller
 26236 Los Viveros APT D Mission Viejo, CA, 92691	4/6/2023	\$470,000	Buyer

Sales > Orange County > Daniel Giometti, Broker



Daniel Giometti

Owner / Broker at **Daniel Giometti, Broker**

CA DRE: 01916879

★ 5 (14 reviews)

About Daniel

My name is Danny and I am the owner and broker of Giometti Realty. I have over nine years of experience representing buyers and sellers in the Southern California real estate market. I graduated from UC Irvine with a Masters in Urban and Regional Planning in 2008 and was licensed as a California Real Estate Broker in 2012. I currently live in Mission Viejo with my wife, daughter,

[Read more](#)

Daniel's reviews ★ 5

Daniel has **14 reviews** across 8 different locations, showing 6.

[Review Daniel](#)

★★★★★

5 months ago

Daniel is a great!

I had a wonderful experience in selling my home. Daniel made it appear effortlessly, with his calm, his professional demeanor, and with his excellent communication skills makes him a great agent. His strong intellect and...

★★★★★

over 1 year ago

Great real estate agent

Danny did a great job helping us get our first home in a very tough market! We were looking to buy a home, possibly in the most intense seller's market to date. Danny was quick to come up with a strategy for success, and we...

★★★★★

about 2 years ago

★★★★★

over 1 year ago

Trustworthy and Reliable Start To Finish

Danny made this process easy from the moment we listed to the day we closed. He made selling my childhood home comfortable and provided so much guidance. Having worked in the industry myself, there is no one...

★★★★★

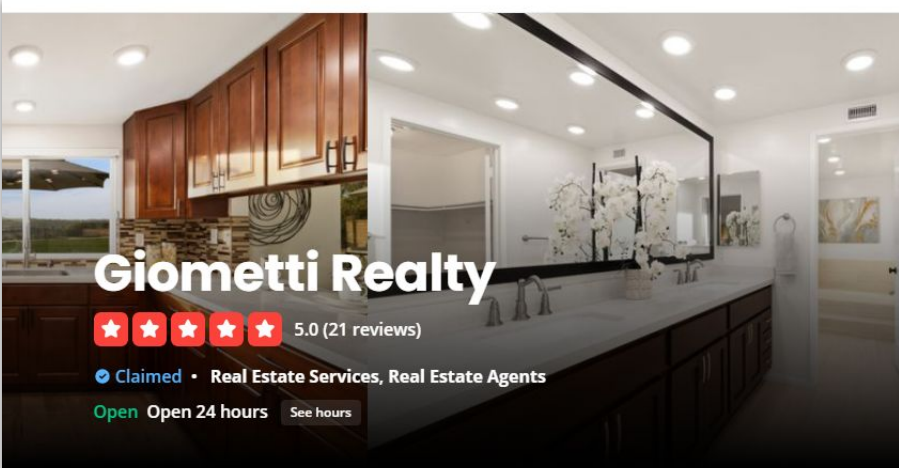
almost 2 years ago

This sale set 2 records based on Dans expertise

Dan is top rated professional.

★★★★★

about 2 years ago



Giometti Realty

★★★★★

5.0 (21 reviews)

[Claimed](#) • Real Estate Services, Real Estate Agents

[Open](#) Open 24 hours [See hours](#)

[Write a review](#)

[Add photo](#)

[Share](#)

[Save](#)

Review Highlights



"We're so happy with our home and we'd recommend **Danny** to anyone who is looking for an amazing realtor." [in 21 reviews](#)



"Would recommend him in a **heartbeat** and would work with him again in the future!" [in 2 reviews](#)

About This Agent

Typical Price Range ⓘ
\$460K - \$1.83M

Days on Market ⓘ
Top 50% in this area

Works With ⓘ
43% Sellers, 57% Buyers

Total Homes Closed ⓘ
Top 50% in this area

Top Cities Served
Laguna Niguel, Costa Mesa, Dana Point, Newport Beach, San Clemente

Recent Sales...

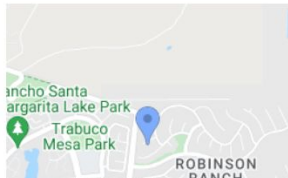
Previous [Next](#) · 1 of 36 · Checked 0 · [All](#) · None Display 360 Property View at 1 per page

31872 Wagon Wheel Lane, Rancho Santa Margarita, CA 92679

[Listing](#) [Tax](#) [Photos](#) [History](#) [Parcel Map](#) [Flood Map](#) [Foreclosure](#) [Open House](#)

31872 Wagon Wheel Ln, Rancho Santa Margarita 92679 STATUS: Closed LIST/CLOSE: \$1,115,000/\$1,207,000

From Robinson Ranch: L on Country Hollow, L on Old Hickory, R on Mill Stream, L on Wagon Wheel, House on left with sign.



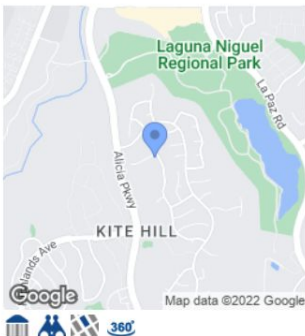
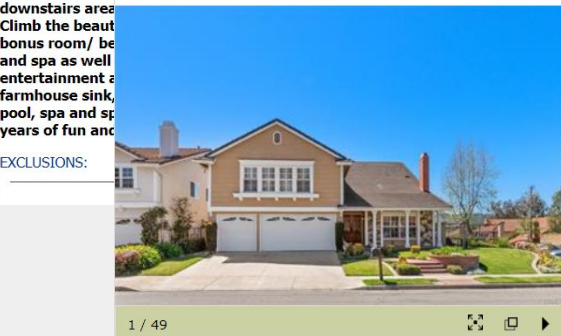
BED / BATH: 4/2,1,0,0
SQFT(src): 2,507 (A)
PRICE PER SQFT: \$481.45
LOT(src): 6,110/0.1403 (A)
LEVELS: Two
GARAGE: 3/Attached
YEAR BUILT(src): 1987 (ASR)
PROP SUB TYPE: SFR/D
DOM / CDOM: 6/6
SLC: Standard

28651 Jaeger Drive, Laguna Niguel, CA 92677

[Listing](#) [Tax](#) [Photos](#) [History](#) [Parcel Map](#) [Flood Map](#) [Foreclosure](#) [Open House](#)

28651 Jaeger Dr, Laguna Niguel 92677 STATUS: Closed LIST/CLOSE: \$1,950,000/\$1,790,000

From Southbound Alicia: Left on Kite Hill Drive North, right on Jaeger Drive, pass first street on right (Brant), house on right corner with sign.



BED / BATH: 5/3,0,0,0
SQFT(src): 3,538 (A)
PRICE PER SQFT: \$505.94
LOT(src): 7,220/0.1657 (A)
LEVELS: Two
GARAGE: 3/Attached
YEAR BUILT(src): 1983 (ASR)
PROP SUB TYPE: SFR/D
DOM / CDOM: 24/24
SLC: Standard
PARCEL #: 65427110
LISTING ID: OC22054734

Submit Offer

[Listing has Supplements](#)

DESCRIPTION

VIEW LOT! A rare opportunity to own a corner-lot pool home with an incredible view in the highly sought-after Kite Hill neighborhood. This 5-bedroom (includes bonus room), 3-bath home has views spanning Laguna Niguel and Aliso Canyon. Enter into a tall, open foyer leading to the spacious living and dining room with an abundance of natural light. Continuing through you will find an open kitchen and family room. A downstairs bedroom/ office, bath, and laundry room leading to the three-car garage completes the lower level. Climb the stairs to the second floor hallway accessing the master bedroom with canyon views, a deck, en suite bathroom and a walk-in-closet. A full hall bath services the two additional bedrooms, one with a walk in closet. Lastly, a large bonus room with closet over the garage has endless possibilities. The private yard includes a pool, spa, BBQ island and gazebo with views of the canyon and a large side yard. The home has a newer HVAC system, a new pool heater and double pane windows throughout. Also enjoy the community recreation center which includes an Olympic size pool, playground, basketball and volleyball courts, professional tennis courts and green belts. This is the home you've been waiting for in the incredible Kite Hill neighborhood.

EXCLUSIONS:

INCLUSIONS: All appliances including washer and dryer.

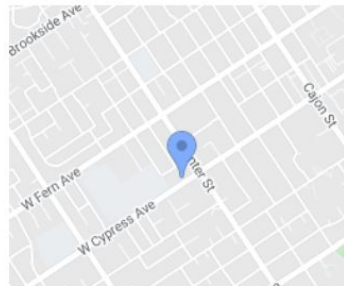
804 W. Cypress Avenue, Redlands, CA 92373

[Listing](#) [Tax](#) [Photos](#) [History](#) [Parcel Map](#) [Flood Map](#) [Foreclosure](#) [Open House](#)

804 W. Cypress Avenue, Redlands 92373 STATUS: Closed

LIST/CLOSE: \$499,000/\$530,000

From 10 W - Exit 79/ Orange Street, R on Eureka, R on W. Olive, L on Alvarado, R on W. Cypress, pass S. Center St., House on Right across from market, sign in lawn.



BED / BATH: 3/1,0,0,0
SQFT(src): 1,264 (A)
PRICE PER SQFT: \$419.30
LOT(src): 7,560/0.1736 (A)
LEVELS: One
GARAGE: 0
YEAR BUILT(src): 1952 (ASR)
PROP SUB TYPE: SFR/D
DOM / CDOM: 6/6
SLC: Standard

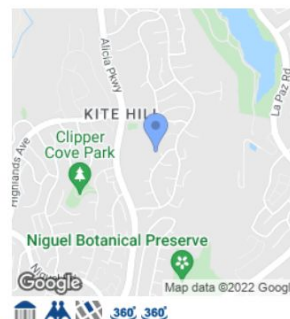
Previous [Next](#) · 7 of 36 · Checked 0 · [All](#) · None Display 360 Property View at 1 per page

23942 Dovekie Circle, Laguna Niguel, CA 92677

[Listing](#) [Tax](#) [Photos](#) [History](#) [Parcel Map](#) [Flood Map](#) [Foreclosure](#) [Open House](#)

23942 Dovekie Cir, Laguna Niguel 92677 STATUS: Closed LIST/CLOSE: \$1,425,000/\$1,700,000

From Alicia, Kite Hill Drive, turn on Bobolink, turn onto cul-de-sac (Dovekie), house straight ahead.



BED / BATH: 4/2,1,0,0
SQFT(src): 3,212 (A)
PRICE PER SQFT: \$529.27
LOT(src): 11,500/0.264 (A)
LEVELS: Two
GARAGE: 3/Attached
YEAR BUILT(src): 1978 (ASR)
PROP SUB TYPE: SFR/D
DOM / CDOM: 6/6
SLC: Standard
PARCEL #: 65418109
LISTING ID: OC21015596

Submit Offer

DESCRIPTION

An incredible opportunity to own a turn-key home on an 11,500 SF, flat, view-lot in the highly sought-after Kite Hill neighborhood. Recently renovated, this 4-bedroom, 3-bath home is situated at the end of a quiet cul-de-sac with views spanning from Aliso Canyon to Saddleback Mountain. Enter into a tall, open foyer leading to the spacious living and dining room with an abundance of natural light. Continuing through you will find an updated kitchen and family room complete with a wet-bar. A bedroom, bath, and laundry room leading to the three-car garage completes the lower level. Climb the stairs to the second floor hallway accessing the master bedroom with canyon views and an en suite bathroom. A full hall bath upstairs complements the two additional bedrooms. Lastly, a large bonus room has endless possibilities. The best feature is the abundance of usable yard space and 270-degree views of South Orange County and sunsets. The private yard boasts multiple areas for entertaining, a gazebo, and tranquil views of your choosing. The home has also been re-piped, has an HVAC system, a tankless water heater and double pane windows throughout. The exterior of the home has been freshly painted, roof tuned-up, and termite fumigation and repairs completed in advance of your move-in. The yard has been beautifully re-landscaped, including a new driveway. Also enjoy the community recreation center. This is the home you've been waiting for, on a lot you'll have to see to believe.

EXCLUSIONS: All furniture inside and out as part of staging, "Ring" back and side yard perimeter cameras.

INCLUSIONS: Washer, dryer, refrigerator, exterior lighting

I'm Here to Help!



- Phone (949) 422-5750
- Email danny@giomettirealty.com