JIM SANDOVAL

THURSDAY, OCTOBER 29, 2026

Free home selling strategy seminar.

Jim Sandoval
Jim Sandoval Group · CalDRE: 01726729

818.687.1512
www.jimsandovalgroup.com

Today you will learn three things.

1

What your home is worth today

2

How to sell it for top dollar

3

How to keep more money in your pocket

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YOUR STREET

What's happening on your street.

WEST HILLS · HOMES SOLD JULY 30 TO OCTOBER 28, 2026

81	$1,025,000	31 days
homes sold	typical sale price	typical time to sell

Source: CRMLS, West Hills single family sales, July 30 to October 28, 2026. Time to sell counts every day on the market, including before a home was taken off and put back on.

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RATES AND YOUR PRICE

Same buyer. Same house.
Eight months apart.

FEBRUARY 2026

5.98%

$4,786 a month

TODAY

7.32%

$5,495 a month

To keep that buyer at February's payment, a $1,000,000 home now has to sell for

$870,925

$129,075 less

Rates: Freddie Mac 30 year fixed, Feb 26 and Oct 22, 2026. Principal and interest, 20% down. Illustration only, not a rate quote.

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Your price has to be right from day one.

Buyers have less to spend. The right price brings them to your door in the first week.

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$124,500

less than they first asked.

62 West Hills homes this year started too high. They waited about 78 days, then sold for at least 5% less than their first price.

Source: CRMLS, West Hills single family sales, 2026 (through October 28). Typical (median) figures. Days include time off and back on the market.

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1 in 3 homes for sale now has already cut its price.



27 of 79

West Hills homes for sale right now have lowered their price.

Typical cut: $55,000

Source: CRMLS, West Hills single family homes for sale (active listings only, not sold homes), as of October 28, 2026.

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We will pay more for a home we can move into right away.

WHAT THAT MEANS FOR YOU

Homes that feel ready to move in get more showings and stronger offers.

Getting your home ready: five simple steps.

1. **Clear the clutter**
2. **Fresh paint in light, neutral colors**
3. **Light and bright:** no clutter plus neutral colors
4. **A deep cleaning, top to bottom**
5. **Curb appeal:** make the outside look its best

WHAT TO SKIP

Big remodels. Buyers want to choose those themselves.

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We can get you a cash offer.
For most sellers, it costs too much.

WORTH FIXED UP

$1,025,000

TYPICAL INVESTOR OFFER

$642,500

How investors figure it: start at 70% of the fixed up value, then subtract repairs ($75,000 here).

Even Opendoor paid about 9% below its own resale price, before fees.

Want a cash offer? We'll get you one and put it side by side with listing on the open market.

Sources: Rocket Mortgage, the 70% rule; Clever Real Estate Witch, Opendoor homes bought and resold 2023 to 2025. Example uses round numbers.

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Jim's track record since 2007.

750
homes sold

$470M
in home sales

11 days
typical time to sell

75%
sold over asking

Homes sold: Jim Sandoval Group total. Sales, days and over asking: CRMLS listing side sales by Jim Sandoval, 2007 to October 2026.

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KEEP MORE MONEY

Live there 2 of the last 5 years, keep up to $500,000 tax free.

TAX FREE PROFIT YOU CAN KEEP

$250,000
single

$500,000
married couple

✓ **Keep receipts for big improvements like a roof, kitchen or windows. They lower the taxable profit.**

✓ **A surviving spouse keeps the $500,000 if they sell within 2 years.**

Talk with your CPA about your own numbers.

Source: IRS Topic 701 and Publication 523. California follows the same rule (FTB). General information, not tax advice.

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KEEP MORE MONEY

55 or older? Take your low property tax with you.

- ✓ **Sell and buy anywhere in California**
- ✓ **Up to 3 times**
- ✓ **Buy within 2 years of selling**

You must file with the County Assessor. Buying a pricier home adds the difference.

EXAMPLE

Taxed on $300,000
instead of $1,025,000

$8,000
saved about every year

Source: California Board of Equalization, Proposition 19 (Pub 801). Example assumes about a 1.1% tax rate. General information, not tax advice.

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YOUR SELLER COMMISSION CREDIT

$2,500

toward your listing commission

A thank you for coming today.

- ✓ **Your certificate is at check in**
- ✓ **Applied when your home closes**
- ✓ **One per household**

For attendees who sign a listing agreement by January 31, 2027.

Thank you.

What questions do you have?

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Book your private one on one listing appointment.

WHAT WE WILL GO OVER TOGETHER

- ✓ What my home is worth today
- ✓ The right price strategy
- ✓ What to fix and what to skip
- ✓ What I walk away with
- ✓ Timing and my next move
- ✓ How you will market my home

CALL OR TEXT JIM

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