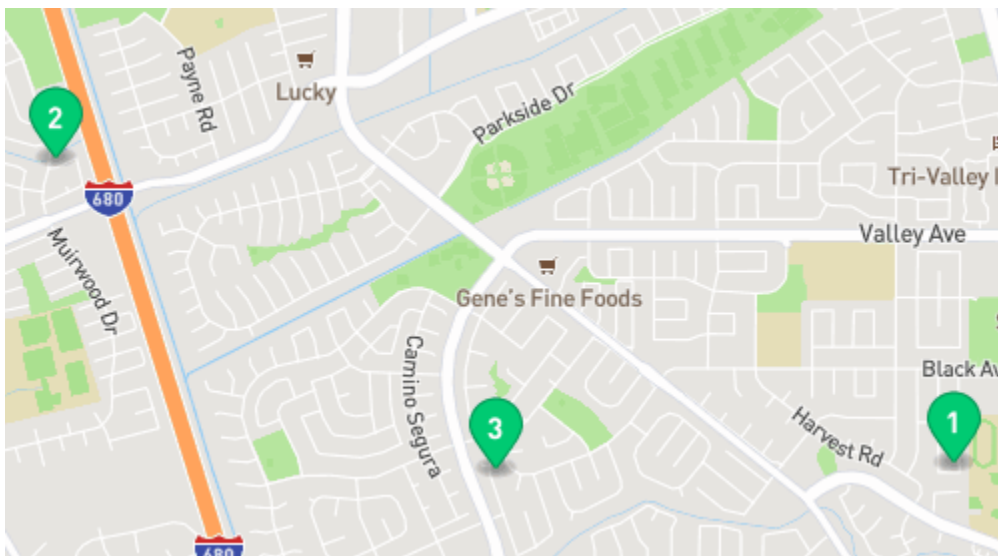


Buyer Presentation



Mr. & Mrs. Buyer

MAY 4, 2021

Mary Jones | maryjones@nexthome.com



Dream, Home, Here

As You Wish: Your Preferences, Please?



Current Information:

Home Buyer Names: _____

Address: _____

Phone 1: _____ Phone 2: _____

E-mail address 1: _____

E-mail address 2: _____

Approximate Value: _____ Estimated Equity: _____

Down Payment Available: _____ Status or Need To Sell: _____

Desired Home Characteristics:

Location: _____

New, Remodeled or Project Preference: _____

Preferred Style(s) _____ Square Feet: _____

Price Range: _____ Lot Size: _____

Bedrooms: _____ Features: _____

Bathrooms: _____ Features: _____

Other Preferences: _____

Family Information:

Children Names, Ages: _____

Employer: _____ Phone: _____

Address: _____ Commute Time: _____

Employer: _____ Phone: _____

Address: _____ Commute Time: _____



EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.

Welcome Home

NextHome: Next-Level Real Estate for You



NextHome is a real estate company for the future—for your future, your family.



Our passion is in redefining the real estate experience in ways that recognize and prioritize the human relationships that are ultimately at the heart of every transaction.

Our deeply connected community of thousands of agents share a commitment to **humans over houses**, to next-generation branding, technology, and tools—always aiming to better serve people. By this we mean people like you, who are not only looking to find a home that meets your every expectation, but are looking to do so with the greatest ease and trust in the experts you choose to work with.

We at NextHome have always been about innovation, about streamlining your search, and making sure we're showing you the homes that will make you happy. In our commitment to the warmest of welcomes, we'll also show you one very cute dog. Or you may have met Luke already—he often leads people to our front door—popular pup, beloved NextHome mascot, friend, and companion.

You'll see we're trained to do things a little differently. This was our mission when we launched NextHome in 2014, what established us so quickly as an industry leader. We recognized, and are every day delivering on, what was ripe for reinvention in real estate.

Luke is just one aspect of a 360-degree identity, advertising, and marketing suite we developed with Pentagram, the world's largest independent design consultancy—dedicated to showing you the way home, for the best price, and the best experience. We are honored with the number-one standing in owner satisfaction among franchises nationwide.



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The NextHome Experience

Your Pro Through the Process



We proudly invite you into our community.

We are a national network of innovators and experts, warm and highly-specialized humans committed to you, your present experience, and your future home.



When you work with a NextHome agent, you're working with an industry leader in one-on-one service, strategy, best-practice marketing, and proprietary technology. You have a world-class expert and advocate by your side, who knows every nuance of the market and will help you navigate to your advantage every stage of the home-buying process.

You also have someone who, above all, shares an appreciation of your partnership in one of life's most valuable and significant transactions.

We recognize how exciting and important—and potentially overwhelming—buying a home can be. Having the right agent who understands all the intricacies that can (and will) arise can make the experience a memorable one in the right ways.

Our agents are dedicated to ensuring you are astutely informed of current market dynamics, the steps and commitments you'll be making before you make them, as well as guiding you through the local and state, federal and legal requirements to property ownership. We will look out for your risks, consider all factors, communication to transportation, neighborhood knowledge to global search, to make educated decisions together and negotiate on your behalf.

NextHome recognizes the profound need for a real estate experience that's responsive to today. We've built our whole business around connection, around the many ways we find each other—and find our ways home.



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Follow these Steps

Get prequalified - Your lender will look at your income, credit scores, revolving debts, obligations such as child support as well as the type of loan you choose. Other factors that impact how much home you can buy is the down payment; smaller down payments mean higher monthly payments. Last, the interest rate and terms (30-year, fixed or adjustable rate) will determine what you can afford in monthly payments.

Make your wish list - Decide where you want to live and how many bedrooms and baths you'll need. Consider lifestyle - condominiums offer shared amenities, with little responsibility. Single-family homes offer more space and privacy, but much more exterior and yard maintenance.

Hire a real estate professional - Your real estate professional should be expert in the area where you want to live and familiar with the type of home you want to buy. Your agent has house-by-house experience in your neighborhood and can offer the best advice on homes in your range.

Select your home - No home is perfect, so don't let minor flaws influence you. Think long-term. Which home best suits the activities and needs of your household now and in the years ahead? Don't buy more than you need or can comfortably afford.

Make an offer - Your offer depends on the current market. If a home has been on the market a long time, you can ask the seller for a price reduction, but if it's new on the market, the seller is unlikely to accept a low offer. Ask your real estate professional for advice.

Get an inspection - A home inspection is a professional third-party opinion of the home's condition. The inspector will point out the age of systems, and large and small repairs that are needed, so you'll know what you're facing as the next owner.

Get an appraisal - The bank appraisal determines market value. If the home doesn't appraise for the purchase price, the bank will refuse to make the loan unless you renegotiate with the seller. If it appraises, the lender will move toward closing.

Go to closing - Once final negotiations are complete, the parties to the transaction meet at the escrow office. This could be a title company, real estate attorney, or whatever is customary in your area. All paperwork is signed by both parties. The lender pays the seller, minus any liens against the home such as the seller's mortgage. Once all the disbursements have been made, you get the keys to your new home, according to your agreement. ***Congratulations! You're ready to move into your new home***



Why You Need a Real Estate Agent



Buying a home is a complex process. There is a wealth of information at your fingertips to help you get started, including homes for sale, market statistics, and how-to advice. When you add in the guidance and perspective of a seasoned professional, you have the best chance for a smooth, relatively stress-free transaction.

To make the best possible home buying decisions, you should have the best guidance and information. An experienced real estate agent can assist you through the search process, give you details on comparable recently sold homes, help you craft an offer and negotiate successfully, and advise you through the inspection, repair, and appraisal processes. Your agent can help you find the best value, neighborhood, and quality for your budget and requirements.

To simplify how commissions are routed, sales commissions are paid out of the seller's proceeds, according to the terms of the listing agreement and/or the sales contract. Thus, the buyers' agent commission is paid by the sellers, as a portion of their listing commission. You likely will not have to pay anything out of pocket for the services of a buyers' agent.

If you are at all tempted to go directly to the listing agent for a home that interests you, keep in mind that the listing agent has a fiduciary duty to the seller. This means they are obligated to act in their clients' best interests. If you try to use the listing agent of a home to help you write an offer, they can only represent you if they act as 'dual agent' and get written permission from the sellers to do so - and in that case, the agent can't advise either side on price or negotiation strategy. If they help you write the offer without acting as a dual agent, you have NO representation as a buyer, and no one to advise you or look after your interests.



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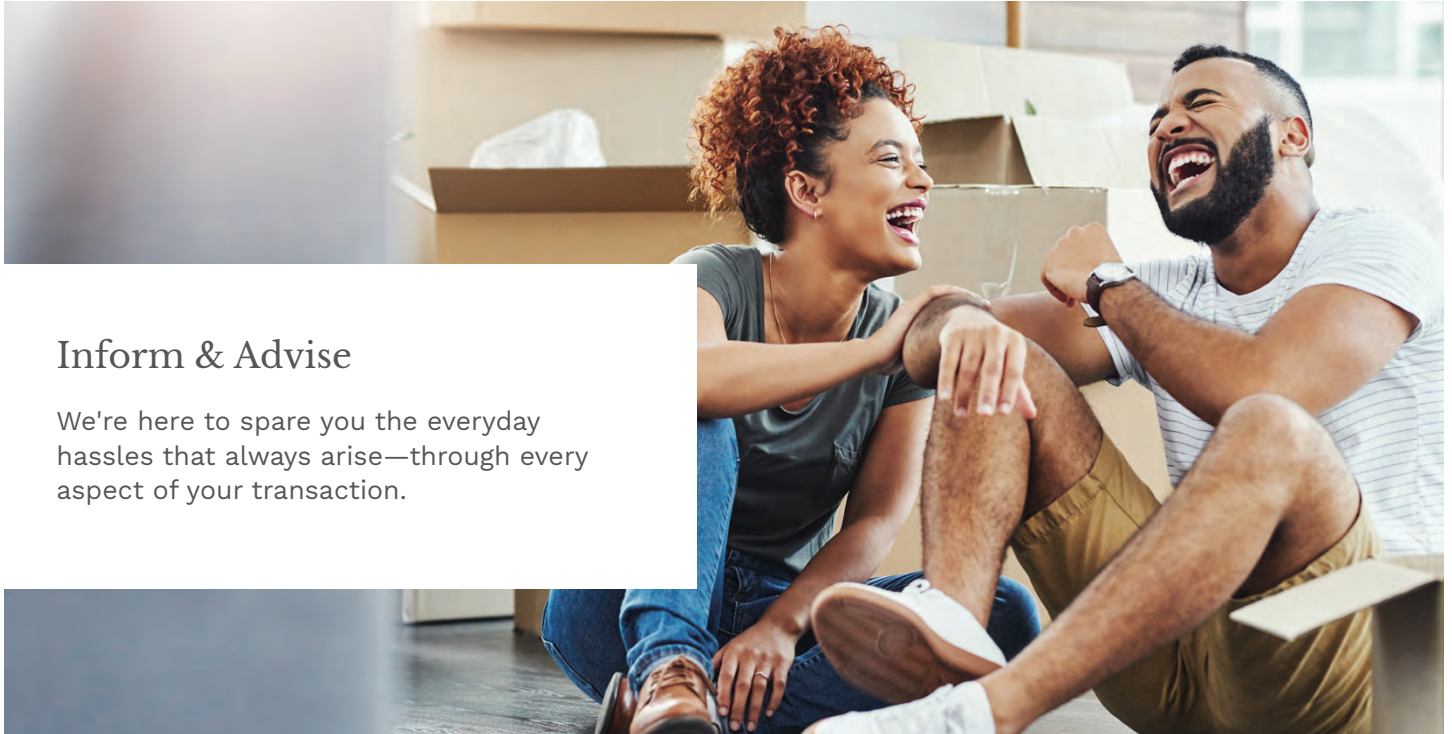
The Path to Your Property

Together We Bring It All Home



You likely don't need us to tell you that buying a home is a significant life decision.

However, you do need us to be your advocate and partner in the process from day one.



Inform & Advise

We're here to spare you the everyday hassles that always arise—through every aspect of your transaction.

You're buying a new home. We want that experience to be enjoyable and rewarding for you. It's that simple. And we want to share our passion for real estate with you. It's our expertise and our inspiration.

The arguably more complicated, less joyful parts are the ones we love. We're here to take them off your mind and calendar. From maximizing the best of the tech tools out there to focus your search to navigating local and legal ownership requirements, analyzing markets to answering questions about the school district, viewing and strategizing and closing, we'll get you through with honesty, integrity, and collaboration.

Our mission is to provide you with the best experience—seamless, mobile, and thoughtful. While we can't eliminate all stress or concerns in buying a home, we can ensure you'll be meticulously informed and confident in the important decisions and investment you're making.

We can even make sure it feels right, that you're having fun along the way to finding a home that promises so much joy to come.



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The Purchase Process

We Guide You to Your Next Home



1

First Steps

- ✓ Review recommendations
- ✓ Review and sign any upfront paperwork
- ✓ Get references for mortgage brokers
- ✓ Begin review of financing options

2

Prequalification

- ✓ Run a free credit report yourself
- ✓ Interview mortgage brokers
- ✓ Select a mortgage broker
- ✓ Fill out loan application and provide documentation
- ✓ Figure out how much you can afford
- ✓ Determine which loan package is right for you
- ✓ Get pre-approval letter confirming loan details

3

Home Search

- ✓ Identify home needs and wants
- ✓ Review optional areas based on needs and price range
- ✓ Set plan for new listing updates
- ✓ Preview homes and explore neighborhoods
- ✓ See homes and refine the best options

4

Purchase Offer

- ✓ Identify a home you want to purchase
- ✓ Discuss offer options, strategy, and competition
- ✓ Determine offer details (price, financing, inspections, closing, etc.)
- ✓ We will write, submit and present the offer and review responses with you
- ✓ Negotiations until an accepted offer



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The Purchase Process

Continued



5

Under Contract

- ✓ Receive a copy of the ratified contract
- ✓ Deposit earnest monies
- ✓ Review timeline and milestones in the offer
- ✓ Initiate next steps in financing process
- ✓ Take steps to meet all contractual obligations

7

Secure Financing

- ✓ We will provide mortgage broker with ratified contract
- ✓ Buyer to provide additional requested documentation
- ✓ Appraisal ordered and performed
- ✓ Review appraisal results
- ✓ Provide any follow-up requests from the lender until final sign off
- ✓ Receive final approval letter

6

Inspections

- ✓ We will schedule all inspections
- ✓ Meet the inspectors at the property for inspections
- ✓ Review seller disclosures, inspection reports, and visual inspection
- ✓ Make requests and schedule any follow-up inspections

8

Final Processes

- ✓ Continue to review all required contractual and legal obligations
- ✓ Review timeline and contingencies of the contract
- ✓ Continued negotiations if applicable
- ✓ Secure a Homeowner's Insurance Policy
- ✓ Sign all final paperwork
- ✓ Sign loan and required documents through the title company
- ✓ Deposit remaining funds for down payment and closing costs
- ✓ Receive closing confirmation
- ✓ Get keys to your new home!



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Financing Your Home

Helping You Find Security In Securing Funds



Buying a home, of course, means obtaining financing.

And the lenders, banks, and other sources for loans take into consideration a combination of factors to determine whether or not to loan you money, including your:

- Income
- Length of time, tenure(s), and place(s) of employment
- Debt-to-income ratio
- Past rent or mortgage payment history
- Credit reports
- Tax returns
- Down payment amount
- Months of reserve money

Your income level, debt, and credit information will be used to pre-qualify you for an amount the lender determines you can afford. This pre-qualification, however, is different from a pre-approval. A pre-approval takes into account your credit report, debt-to-income ratio, and a more in-depth analysis of your financial landscape.

Often pre-approval comes only after buyers begin looking at homes. But it's best obtained as a first step. We highly recommend it as early in the home-buying process as possible, as pre-approval can provide definitive price parameters to focus your search. And once you have pre-approval, you also have the pre-approval letter necessary to provide a seller, so there's no risk of losing crucial time when you're ready to make an offer.



Once you have identified a home for purchase, the lender will begin processing your loan, taking into account other factors impacting an approval including:

- Preliminary title report
- Any homeowner or community association dues
- Financial stability of a homeowner or community association
- Appraisal report
- Homeowner insurance payments
- Property taxes

The combination of your financial profile (income, debt, credit, etc.) and the property you intend to buy (condition, value, etc.) gives the lender a complete picture of the risks and benefits of providing you with the loan.

Once all these items are reviewed and approved, you're in the home stretch for closing on your new home.



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Buy Now? The Full Strategy Set

Present Context To Future Plans



Deciding if and when to buy a home can be as crucial a consideration as where and what to buy.

We look at the full context and set of factors—financial, emotional, familial—to develop a timeline and strategic plan that's unique to your circumstances, optimizing the ultimate value of your experience and future home.



Some of the personal to global aspects we factor into building this key strategy for you include:

Renting versus buying:

We encourage you to focus on advantages to buying that can more than make up for your monthly rent compared with your mortgage payment. Of course, it must be manageable, but first-time buyers should take into consideration the mortgage interest deduction, and the investment in and emotional comfort of having your own home.

Building wealth and investing in your future:

One of the sole certainties on the future values of real estate is that you will build equity in your home over the long run by paying down your mortgage or realizing an increase in value when you sell. When you invest in your own property, you benefit from protecting income and are putting that money back into your own pocket.



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Buy Now? The Full Strategy Set

Continued



Current interest rates and home prices:

We are constantly tracking and analyzing market trends and data to deliver the fullest set of information to help guide your decisions. However, our recognition of the deep emotional, as well as financial, investment in home buying means recognizing too that the market is cyclical. The value of owning a home isn't just in the equity you build but also in the memories and futures. We pride ourselves in making both the tangibles and the intangibles our business.

Your financial status:

Where does this real estate investment fit into your larger financial goals? What role would you like your new home to play in terms of security and risk? What makes the most sense for you in terms of the down payment and mortgage payments? From your first consideration of your next move, we're thinking about the bigger picture as well as your necessities or goals for repairs or renovations through your full journey of home ownership.

Future plans:

Where will you be in the near and distant future? This can open up all kinds of options to make the best use of, and investment, in your property. Our agents recognize, even embrace, that life isn't always predictable. We welcome the opportunity to adapt with you and your plans—and the unplanned—to meet every circumstance around family, career, geography, and to ensure your home can be right there with you.

The comfort of a home:

We'll say it again and have never been proven wrong here: Owning a home isn't just about the investment or equity. What you're buying too is a place to create an environment just for you, a place for family and friends, a place to grow with all of you for generations, into whatever's next. The emotional rewards of home ownership are priceless.



The value of owning a home isn't just in the equity you build but also in the memories and futures.



EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED.

Look No Further

We Make Your Search Seamless, Short, and Successful



Our data dives into the ways people find a home today.

Behind that is an enduring and universal truth: The way you'd like to go about finding your next home is as quickly and easily as possible.



We also know the Internet alone, where 90% of home buying searches begin, has never done this for anyone. Which is where we call on **the power of human relationships and personal service**, one-on-one listening and understanding, and true consideration. Applying deep training and expertise across a vast national network of similarly credentialed colleagues and resources, we are uniquely equipped to select and present you with the properties that are right for you.

The research in the search is on us. When we share with you the prospect of a new home, it's one we've already spent some time with and rigorously vetted for potential to meet your every need.



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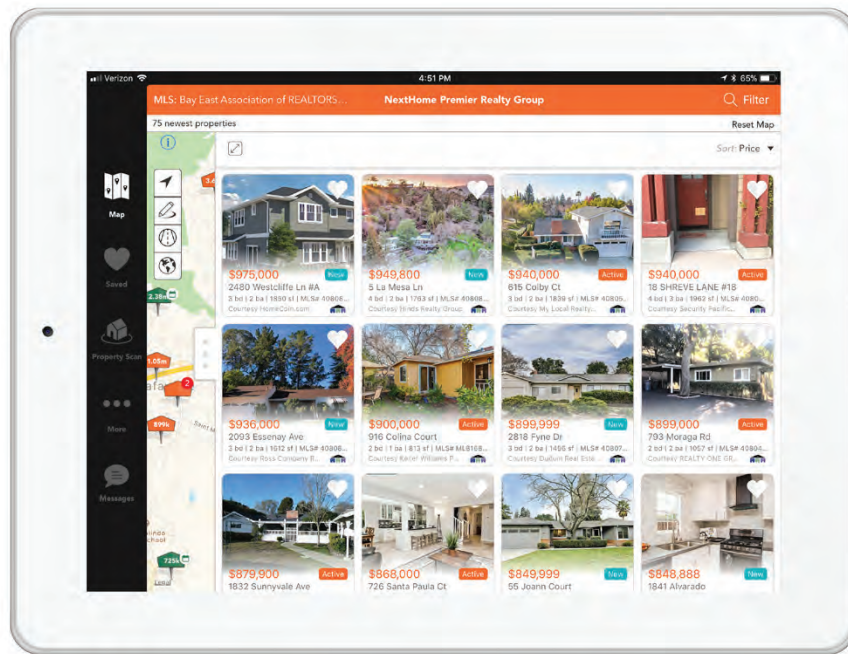
The Modern Search Experience

Real-Time Property Information: Anytime, Anywhere



NextHome is a digital native.

We have built our whole business around community, engaging best-practice technology in the interest of human relationship-building. We know what a vital role networks play in connecting you in your real estate search with the information, opinions—and of course, properties—you seek.



The NextHome Mobile Connect app is a centerpiece of the tech tools we've developed in-house...to put you in yours.

It delivers all the listings and expertise of our national network of agents and properties on-demand to your mobile device. You control the search for your next home, on your time, at your convenience. You have the ability to browse properties, book showings, communicate with us, share listings that caught your interest with friends and family, and more.

We know the majority of first-look home searching happens online from afar. We also know you still like to see them yourself: driving or walking to

check out a home, community, or a recommended restaurant nearby for that real-life experience. Our app allows you to do so on a self-guided real estate tour, with the details of every property right there with you.

It's the ultimate modern search experience with video, augmented reality (AR) technology, real-time information on everything from the properties to the schools, local businesses to transportation; estimate your mortgage payment, schedule a private tour, or chat in-app.

All you have to do is ask us for your unique text code, and you have easy all-in-one access to active properties that suit your search.



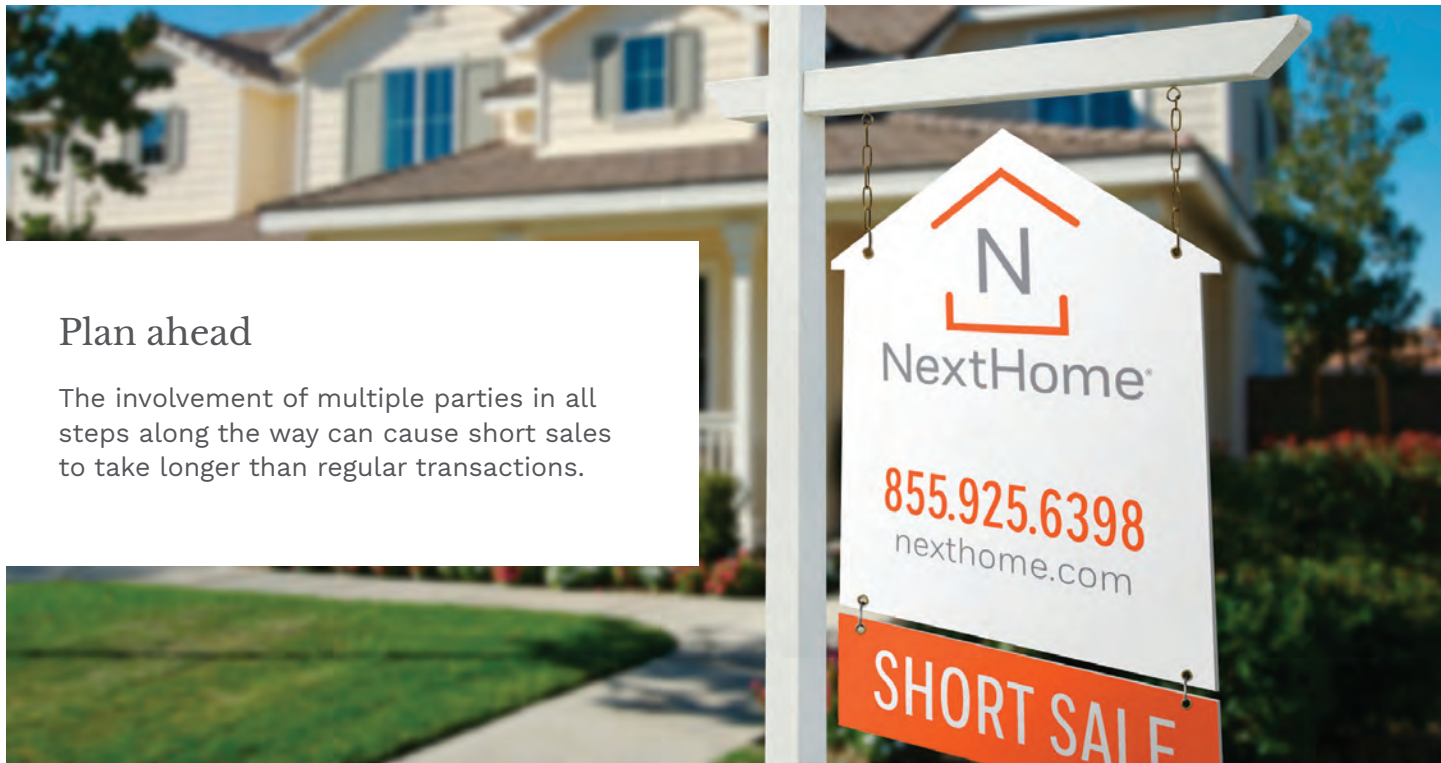
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Purchasing a Short Sale



A short sale home can be a good deal for a buyer.

A property falls into this category when the purchase price and selling costs are “short” of the money needed to cover the amount of debt or mortgage owed.



Plan ahead

The involvement of multiple parties in all steps along the way can cause short sales to take longer than regular transactions.

The owner and seller of a short sale home will still be making decisions relative to the contract and sales terms, but they're not the only decision makers in the process. The lender or bank that holds the note must agree to take the loss for however short the sale comes up, and they often attach their own terms to the purchase.

The timing of a short sale can create risks and challenges in the purchase. Some short sales take a month, some take a year. It depends on how many lenders have to agree to the sale, as in the case

where the seller has more than one loan on the house, and the timing of responses from the short sale managers.

While buyers can often get a good deal on the home, especially if they can hang in there for a long closing, they may have to pay for extensions of an interest rate lock or have flexibility for when they can move.



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Purchasing A Real Estate Owned (REO) Property



Buying an REO, a real estate classification for a bank-owned property, differs from a short sale.

This is because the original homeowner no longer owns the home. A property falls into this category when the purchase price and selling costs are “short” of the money needed to cover the amount of debt or mortgage owed.



The owner and seller of a short sale home will still be making decisions relative to the contract and sales terms, but they're not the only decision makers in the process. The lender or bank that holds the note must agree to take the loss for however short the sale comes up, and they often attach their own terms to the purchase. The involvement of multiple parties approving all steps along the way can cause a short sale to take more time than a regular transaction.

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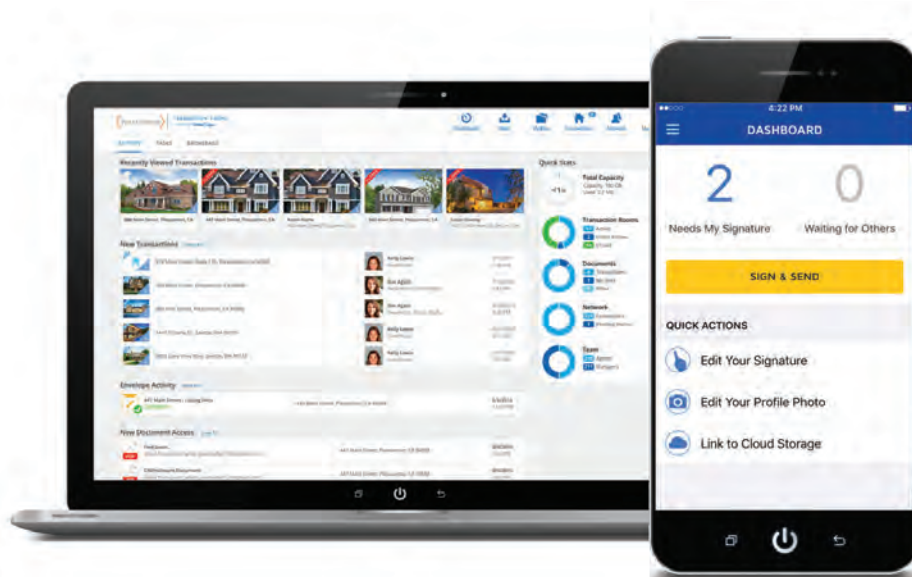
As Digital And Paperless As It Gets

Your Streamlined Home Buying Experience



We've worked hard on implementing technology to keep paperwork, hassles, and delays out of your hands.

Our tech innovation is always in service of making the real estate experience as easy as possible for everyone we collaborate with—first-time buyer to our CEO, agent to seller—to navigate.



Our services optimize mobile and paperless options that meet you on your schedule, your life, during the buying process. Timing can be crucial in buying a home, and the software, transaction management systems, e-signature platforms, and other easy, immediate technology we offer assures we're at a pace with the milestones we have to meet together.

When you find the right home, it's important to move quickly in preparing the documents and presenting your offer. Our technology suite assures you an advantage in speed, efficiency, and accuracy, to a turnaround time that's 25% faster than paper listing agreements, purchase contracts, and disclosures.

Proven and paperless, DocuSign eSignature and Rooms for Real Estate solutions are our automated signature and agreement technologies. We can create, sign, and complete documents in minutes. We assure that you can access files from a centralized location, sign, and manage documents from anywhere. Your data is secure, and you have complete visibility and control of the entire process.

82%

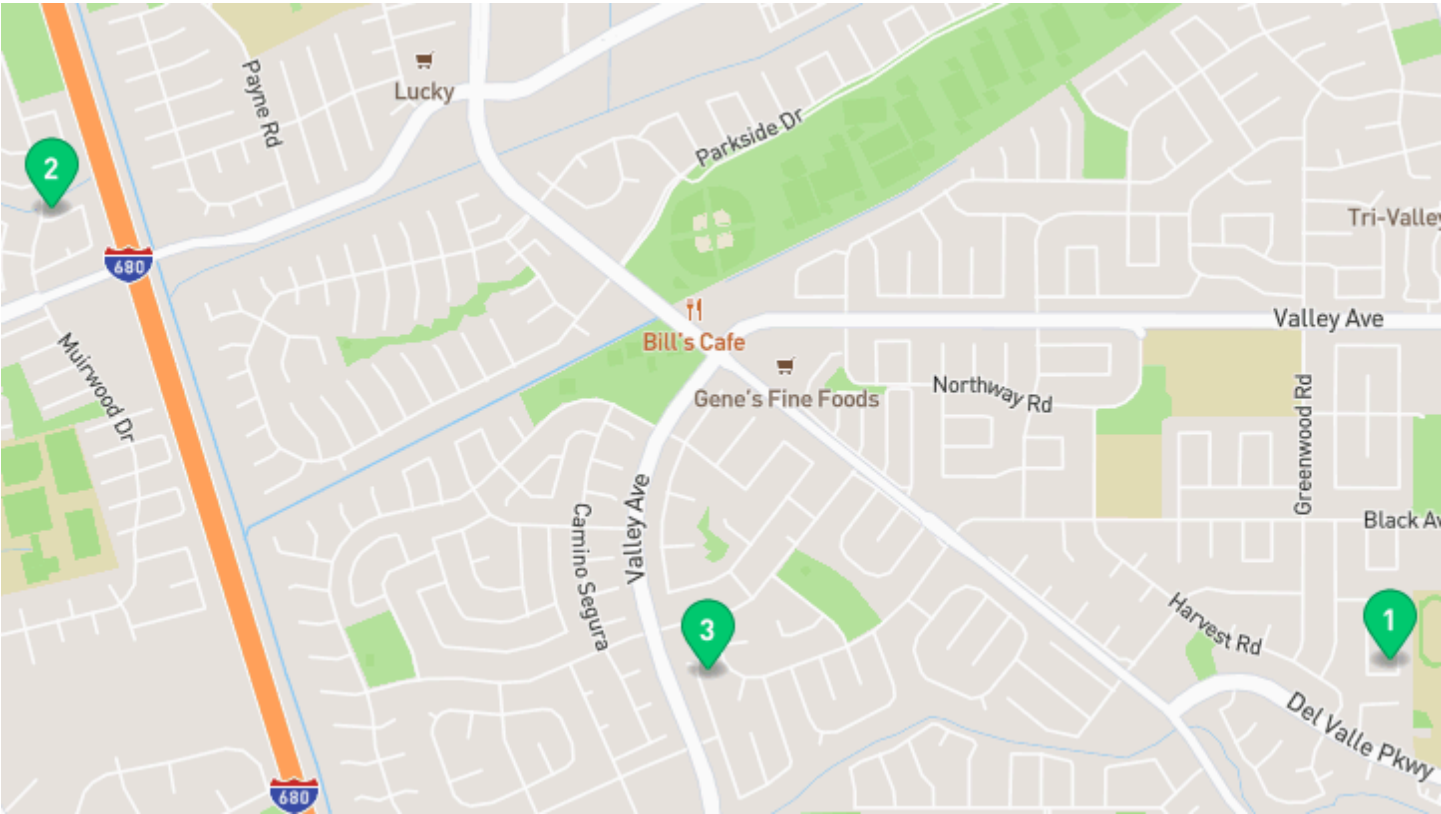
of documents sent for signatures
are completed in one day

(DocuSign, 2020)



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Map of All Listings



STATUS: A = ACTIVE

	MLS #	STATUS	ADDRESS	BEDS	BATHS	SQ. FT.	PRICE
1	40947811	A	4550 Gatetree Circle	4	2.00	1,808	\$1,515,000
2	40947899	A	7397 Tulipwood Cir	4	2.50	2,398	\$1,599,800
3	40947040	A	2589 Via Espada	4	2.50	2,310	\$1,499,000



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4550 Gatetree Circle

Pleasanton, CA 94566

MLS #40947811

\$1,515,000

ACTIVE 4/30/21

4 Beds 2.00 Baths

Year Built 1970

1,808 Sq. Ft. (\$838 / sqft)

Days on market: 3



Details

Prop Type: Single Family Residence

County: Alameda

Area: Pleasanton - City

Subdivision: PLEASANTON VALLEY

Style: ["Ranch"]

Full baths: 2.0

Lot Size: 7,527.0

Garages: 2

List date: 4/30/21

Updated: May 3, 2021 1:13 PM

List Price: \$1,515,000

Orig list price: \$1,515,000

Features

Construction Status: Existing

Cooling: Ceiling Fan(s), Central 1 Zone A/C, Whole House Fan

Accessibility Features: None

Additional Equipment: Mirrored Closet Door(s), Washer, Water Heater Gas, Window Coverings, Carbon Mon Detector, Double Strapped Water Htr, All Public Utilities

Exterior: Dual Pane Windows

Fireplaces: Family Room, Other

Flooring: Engineered Wood

Foundation: Crawl Space, Raised

Garage Parking: Attached Garage

Heating: Forced Air 1 Zone

Kitchen Features: Counter - Solid Surface, Dishwasher, Eat In Kitchen, Garbage Disposal, Gas Range/Cooktop, Island, Microwave, Pantry, Refrigerator, Updated Kitchen

Lot Description: Corner, Premium Lot, Landscape Back, Landscape Front

Pool: None

Roof: Composition Shingles

Doh #1: morrison



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Remarks

Imagine a home that is in your dreams, here it is. Nothing left to do~in this one-story home, with a Pottery Barn Style. NEW...*HVAC & ducts moved to the attic*attic insulation*electric fireplace/custom cabinetry & accent lighting*windows & double slider to the rear yard *recessed lighting*flooring throughout. KITCHEN-boasts an expansive Quartz island surrounded by top-of-the-line appliances - Wolf gas range, farm style sink, soft close white shaker style drawers and cabinetry, pantry/pull out shelving. Remodeled MASTER BATH and HALL BATHS *towel warming racks*floors*lighted mirrors*surround sound*Quartz counters and accents. EXTERIOR...*custom fireplace with gas/wood burning-gas start with log set *gazebo*sod*irrigation*drainage*lighting & electrical*hardscape front & back. FRONT*accent seating*welcome patio. This could be your forever home....



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Buyer Comments



Comments

Information is deemed reliable but not guaranteed.



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Area Schools



Amador Valley High School	Public/9-12	(925) 461-6100	0.3 mi
Alisal Elementary School	Public/k-5	(925) 426-4200	0.4 mi
The Child Day Schools, Pleasanton	Private/pk-5	(925) 462-1866	0.4 mi
Walnut Grove Elementary School	Public/k-5	(925) 426-4250	0.5 mi
Harvest Park Middle School	Public/6-8	(925) 426-4444	0.5 mi
Lighthouse Baptist School	Private/k-12	(925) 846-7220	0.7 mi
Hillview Christian Academy	Private/1-12	(925) 461-3210	0.8 mi
Pleasanton Middle School	Public/6-8	(925) 426-4390	0.9 mi
Pleasanton Adult And Career Education	Public/n/a	(925) 463-0616	0.9 mi
Village High School	Public/9-12	(925) 426-4260	1.0 mi
Montessori School of Pleasanton	Private/pk-6	(925) 484-3300	1.0 mi
Valley View Elementary School	Public/k-5	(925) 426-4230	1.0 mi
Phoebe Apperson Hearst Elementary School	Public/k-5	(925) 426-3772	1.2 mi
Genius Kids-Pleasanton Bernal	Private/pk-6	(925) 425-7530	1.3 mi
Vintage Hills Elementary School	Public/k-5	(925) 426-4240	1.6 mi
Thomas S. Hart Middle School	Public/6-8	(925) 426-3102	1.6 mi
Fairlands Elementary School	Public/k-5	(925) 426-4210	1.7 mi
Hacienda School	Private/1-8	(925) 485-5750	1.7 mi
Futures Academy - Pleasanton	Private/6-12	(866) 994-4350	1.8 mi
Stratford School	Private/k-5	(925) 737-0001	1.9 mi



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Area Restaurants



The Press - Pleasanton	Cafes	0.69 mi	1209 reviews	
New Thai Bistro	Thai	0.58 mi	1222 reviews	
Bunso Breads Bakery & Cafe	Bakeries	0.52 mi	264 reviews	
Lokanta Grill & Bar	Mediterranean	0.62 mi	806 reviews	
Oasis Restaurant & Wine Lounge	Mediterranean	0.42 mi	1046 reviews	
Oyo	Latin American	0.48 mi	323 reviews	
India Garden	Indian	0.59 mi	718 reviews	
Sultan's Kebab	Mediterranean	1.29 mi	1232 reviews	
Nonni's Bistro	Modern European	0.63 mi	900 reviews	
Bill's Café	Breakfast & Brunch	1.2 mi	813 reviews	
Experience Burma Restaurant and Bar	Burmese	0.56 mi	380 reviews	
Wild One	Mexican	0.66 mi	256 reviews	
Sushi Hanabi	Japanese	0.3 mi	421 reviews	
Korean Village	Korean	0.65 mi	547 reviews	
Tri-Valley Bistro	American (New)	0.57 mi	397 reviews	
Fiesta Taco	Tacos	0.7 mi	657 reviews	

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Mary Jones | NextHome Demo Realty | 4309 Hacienda Drive, Suite 110 | Pleasanton, CA 94588
maryjones@nexthome.com | www.nexthomeagentdemo.com | O: 855-925-6398 | Lic.# 1234567

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

7397 Tulipwood Cir

Pleasanton, CA 94588

MLS #40947899

\$1,599,800

ACTIVE 4/30/21

4 Beds 2.50 Baths

2,398 Sq. Ft. (\$667 / sqft)

Year Built 1968

Days on market: 2



Details

Prop Type: Single Family Residence

County: Alameda

Area: Pleasanton - City

Subdivision: HIGHLAND OAKS

Style: ["Traditional"]

Full baths: 2.0

Half baths: 1.0

Lot Size: 9,462.0

Garages: 2

List date: 4/30/21

Updated: May 2, 2021 9:27 AM

List Price: \$1,599,800

Orig list price: \$1,599,800

Assoc Fee: \$33

School District:

Pleasanton (925)
462-5500

High: Pleasanton (925)
462-5500

Elementary: Pleasanton
(925) 462-5500

Features

Construction Status:
Existing

Cooling: Central 1 Zone A/C

Accessibility Features:
None

Energy Saving Feature:
None

Additional Equipment:
Garage Door Opener,
Mirrored Closet Door(s),
Water Heater Gas,
Window Coverings

Exterior: Dual Pane
Windows, Stucco, Wood
Siding

Fireplaces: None

Flooring: Engineered
Wood, Hardwood Floors,
Stone (Marble, Slate etc.,
Tile

Foundation: Crawl Space,
Slab

Garage Parking: Attached
Garage, Int Access From
Garage, RV/Boat Parking

Heating: Forced Air 1 Zone

Hoa Amenities: Club
House, Pool

Hoa Fees Incl 2: Common
Area Maint, Management
Fee

Kitchen Features: 220 Volt
Outlet, Breakfast Bar,
Counter - Tile, Eat In
Kitchen, Garbage
Disposal, Gas Range/
Cooktop, Ice Maker
Hookup, Microwave, Oven
Built-in, Refrigerator, Self-
Cleaning Oven, Updated
Kitchen

Lot Description: Corner,
Premium Lot

Pool: Community Fclty



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Roof: Composition
Shingles

View: Hills

Zoning: SFR

Remarks

Enchanting woodland backyard sanctuary, premium corner lot, numerous upgrades in fabulous Pleasanton home. 2,400+/-sf on 2 levels. 4 bds, 2.5 all-new bths. Formal living rm, dining rm w/French dr to deck & bkyd. Expanded family rm w/HD projector & 125-inch automated screen. Finished & insulated 2-car garage or ideal home office, media/game rm. Extended chefs eat-in kitchen w/updated Bosch, GE Profile appls. Granite counters, glazed cabinets, island/brkfst br topped w/handmade tile. Hardwood & travertine tile flrs, marble tile foyer, crown molding, recessed lights, dual pane windows & French drs. Master bdrm w/new closets, all new bth w/ Roman tub/shower, vessel sink, cedar ceiling. Private entertainers dream bkyd. Lush gardens, lawn, towering redwoods, shade trees, flagstone patios. Walk to Lydiksen Elementary, Foothill HS, bus stop to Hart Middle Sch., 14-acre Muirwood Park. Near shpng, dining, Stoneridge Mall, Main St, frwy access. Wide side yd w/2 storage sheds or boat/RV parkng.



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Buyer Comments



Comments

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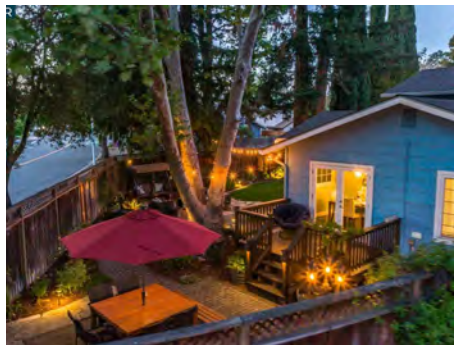
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2,398 Sq. Ft. (\$667 / sqft)

ACTIVE 4/30/21

Year Built 1968

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Area Schools



Lydiksen Elementary School	Public/k-5	(925) 426-4420	0.3 mi
Donlon Elementary School	Public/k-5	(925) 426-4220	0.5 mi
Foothill High School	Public/9-12	(925) 461-6600	0.6 mi
Thomas S. Hart Middle School	Public/6-8	(925) 426-3102	1.1 mi
Stratford School	Private/k-5	(925) 737-0001	1.2 mi
Hillview Christian Academy	Private/1-12	(925) 461-3210	1.5 mi
Futures Academy - Pleasanton	Private/6-12	(866) 994-4350	1.6 mi
Fountainhead Montessori School	Private/pk-1	(925) 820-1343	1.7 mi
Walnut Grove Elementary School	Public/k-5	(925) 426-4250	1.7 mi
Harvest Park Middle School	Public/6-8	(925) 426-4444	1.9 mi
The Child Day Schools, Pleasanton	Private/pk-5	(925) 462-1866	2.1 mi
Valley High (Continuation) School	Public/9-12	(925) 829-4322	2.1 mi
Dublin Adult Education	Public/n/a	(925) 829-4322	2.1 mi
Wells Middle School	Public/6-8	(925) 828-6227	2.3 mi
Pleasanton Middle School	Public/6-8	(925) 426-4390	2.4 mi
Alisal Elementary School	Public/k-5	(925) 426-4200	2.5 mi
Learn And Play Montessori School	Private/pk-1	(925) 248-2200	2.5 mi
Amador Valley High School	Public/9-12	(925) 461-6100	2.5 mi
Fairlands Elementary School	Public/k-5	(925) 426-4210	2.5 mi
Frederiksen Elementary School	Public/k-5	(925) 828-1037	2.5 mi



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Area Restaurants



Bill's Café	Breakfast & Brunch	1.02 mi	813 reviews	
The Press - Pleasanton	Cafes	2.21 mi	1209 reviews	
Amakara	Sushi Bars	1.87 mi	2552 reviews	
Pocket Sushi	Sushi Bars	1.02 mi	319 reviews	
Denica's Real Food Kitchen	Bakeries	1.99 mi	2313 reviews	
Khyber Pass Kabob	Afghan	2.37 mi	1344 reviews	
Curry Kona- Fusion Food	Indian	1.02 mi	484 reviews	
Gotta Eatta Pita	Mediterranean	1.57 mi	890 reviews	
Sultan's Kebab	Mediterranean	1.7 mi	1232 reviews	
Burma Burma	Burmese	2.16 mi	926 reviews	
De La Torre's Trattoria	Italian	0.67 mi	520 reviews	
Ume Sushi	Sushi Bars	1.21 mi	807 reviews	
New Thai Bistro	Thai	2.2 mi	1222 reviews	
Pizza Bello	Pizza	1.07 mi	357 reviews	
Lazy Dog Restaurant & Bar	American (New)	2.34 mi	2789 reviews	
Eddie Papas American Hangout	American (New)	1.22 mi	1114 reviews	

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EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

2589 Via Espada

Pleasanton, CA 94566

MLS #40947040

\$1,499,000

ACTIVE 4/29/21

4 Beds 2.50 Baths

2,310 Sq. Ft. (\$649 / sqft)

Year Built 1975

Days on market: 1



Details

Prop Type: Single Family Residence

County: Alameda

Area: Pleasanton - City

Subdivision: DEL PRADO

Style: ["Contemporary"]

Full baths: 2.0

Half baths: 1.0

Lot Size: 7,553.0

Garages: 2

List date: 4/29/21

Updated: Apr 30, 2021
9:46 AM

List Price: \$1,499,000

Orig list price: \$1,499,000

School District:
Pleasanton (925)
462-5500

High: Pleasanton (925)
462-5500

Elementary: Pleasanton
(925) 462-5500

Features

Construction Status:
Existing

Cooling: Ceiling Fan(s),
Central 2 Or 2+ Zones A/C

Accessibility Features:
None

Additional Equipment:
Garage Door Opener,
Mirrored Closet Door(s),
Washer, Water Heater
Gas, Window Coverings,
Smoke Detector, All
Public Utilities

Exterior: Brick, Dual Pane
Windows, Wood Siding,
Siding - Stucco

Fireplaces: Brick, Living
Room, Woodburning

Flooring: Hardwood
Floors, Laminate, Tile,
Carpet

Foundation: Raised

Garage Parking: Attached
Garage, RV Access

Heating: Forced Air 2 Zns
or More

Kitchen Features: Counter
- Stone, Eat In Kitchen,
Electric Range/Cooktop,
Garbage Disposal,
Microwave, Pantry, Range/
Oven Free Standing,
Refrigerator, Updated
Kitchen

Lot Description: Level,
Regular, Landscape Back,
Landscape Front

Pool: None

Roof: Composition
Shingles



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Remarks

Beautifully expanded home in desirable Del Prado community close to award winning schools, parks and shopping. Features include living room w/ vaulted ceiling, cozy fireplace and patio slider to a private deck - great for social gatherings. Expanded eat-in granite kitchen with SS appliances including refrigerator, built-in microwave and large pantry. Glistening hardwood floors, spacious family room with 2 skylights and Deck access. New int./ext. paint & carpet, Newer dual zone HVAC equipment and owned solar energy system. Inside laundry with new Maytag high efficiency W/D. Raised garden beds for growing your own fruits & vegetables and side yard access for boat or RV. Easy access to 580/680 freeways, ACE & BART trains. Close to Hansen Park and Del Prado Swim club.



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Comments

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MLS #40947040

\$1,499,000

4 Beds 2.50 Baths

2,310 Sq. Ft. (\$649 / sqft)

ACTIVE 4/29/21

Year Built 1975

Days on market: 1



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Area Schools



Hillview Christian Academy	Private/1-12	(925) 461-3210	0.5 mi
Walnut Grove Elementary School	Public/k-5	(925) 426-4250	0.7 mi
The Child Day Schools, Pleasanton	Private/pk-5	(925) 462-1866	0.8 mi
Harvest Park Middle School	Public/6-8	(925) 426-4444	0.9 mi
Thomas S. Hart Middle School	Public/6-8	(925) 426-3102	1.1 mi
Pleasanton Middle School	Public/6-8	(925) 426-4390	1.2 mi
Donlon Elementary School	Public/k-5	(925) 426-4220	1.2 mi
Foothill High School	Public/9-12	(925) 461-6600	1.3 mi
Amador Valley High School	Public/9-12	(925) 461-6100	1.3 mi
Phoebe Apperson Hearst Elementary School	Public/k-5	(925) 426-3772	1.4 mi
Alisal Elementary School	Public/k-5	(925) 426-4200	1.4 mi
Stratford School	Private/k-5	(925) 737-0001	1.4 mi
Lighthouse Baptist School	Private/k-12	(925) 846-7220	1.5 mi
Pleasanton Adult And Career Education	Public/n/a	(925) 463-0616	1.5 mi
Village High School	Public/9-12	(925) 426-4260	1.5 mi
Lydiksen Elementary School	Public/k-5	(925) 426-4420	1.6 mi
Futures Academy - Pleasanton	Private/6-12	(866) 994-4350	1.7 mi
Valley View Elementary School	Public/k-5	(925) 426-4230	1.9 mi
Montessori School of Pleasanton	Private/pk-6	(925) 484-3300	2.0 mi
Fairlands Elementary School	Public/k-5	(925) 426-4210	2.1 mi



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Area Restaurants



The Press - Pleasanton	Cafes	1.38 mi	1209 reviews	★★★★★
Sultan's Kebab	Mediterranean	0.67 mi	1232 reviews	★★★★★
Bill's Café	Breakfast & Brunch	0.56 mi	813 reviews	★★★★★
New Thai Bistro	Thai	1.32 mi	1222 reviews	★★★★★
Pizza Bello	Pizza	0.57 mi	357 reviews	★★★★★
Lokanta Grill & Bar	Mediterranean	1.3 mi	806 reviews	★★★★★
Bunso Breads Bakery & Cafe	Bakeries	1.34 mi	264 reviews	★★★★★
Oasis Restaurant & Wine Lounge	Mediterranean	1.32 mi	1046 reviews	★★★★★
India Garden	Indian	1.28 mi	718 reviews	★★★★★
Pocket Sushi	Sushi Bars	1.49 mi	319 reviews	★★★★★
Oyo	Latin American	1.32 mi	323 reviews	★★★★★
Curry Kona- Fusion Food	Indian	1.44 mi	484 reviews	★★★★★
Nonni's Bistro	Modern European	1.3 mi	900 reviews	★★★★★
Lazy Dog Restaurant & Bar	American (New)	2.52 mi	2789 reviews	★★★★★
Wild One	Mexican	1.3 mi	256 reviews	★★★★★
De La Torre's Trattoria	Italian	1.06 mi	520 reviews	★★★★★



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Contract and Negotiations

Our Ultimate Goal is to See Your Offer Through



You're ready to make an offer.
Nothing makes us happier.

Now we set out to make sure you're maximizing your value—and that the seller is happy with it as well.



First, we will provide you with the fullest obtainable background, details, and disclosures on the property. Next, we will discuss a strategy for your offer, finding the greatest financial advantage for you while making it as appealing as possible to the seller. Then we will represent your interests in presenting the offer to the seller and their agent, highlighting the specifics, and addressing any questions that arise.

The seller will either accept or reject your offer as it is, counter specific changes to the offer, or counter multiple offers with the same or different changes to each offer. Follow-up negotiations may or may not be necessary during the offer consideration period; either way, we are supporting or negotiating on your behalf.

We are adept at handling any circumstances that might arise, knowing that each offer and contract is different. Deal points will take into consideration the final position of both parties, diligence in investigation of the property, and timing to close and move.

We will provide you with guidance, options, ideas, and information—established and proven through our vast experience—at every step along the way, as well as following through in presenting and executing on your decisions.

Our goal is always to take you to and through the place where both parties find common ground on deal points and the offer is fully accepted and executed. Then it's closing time!



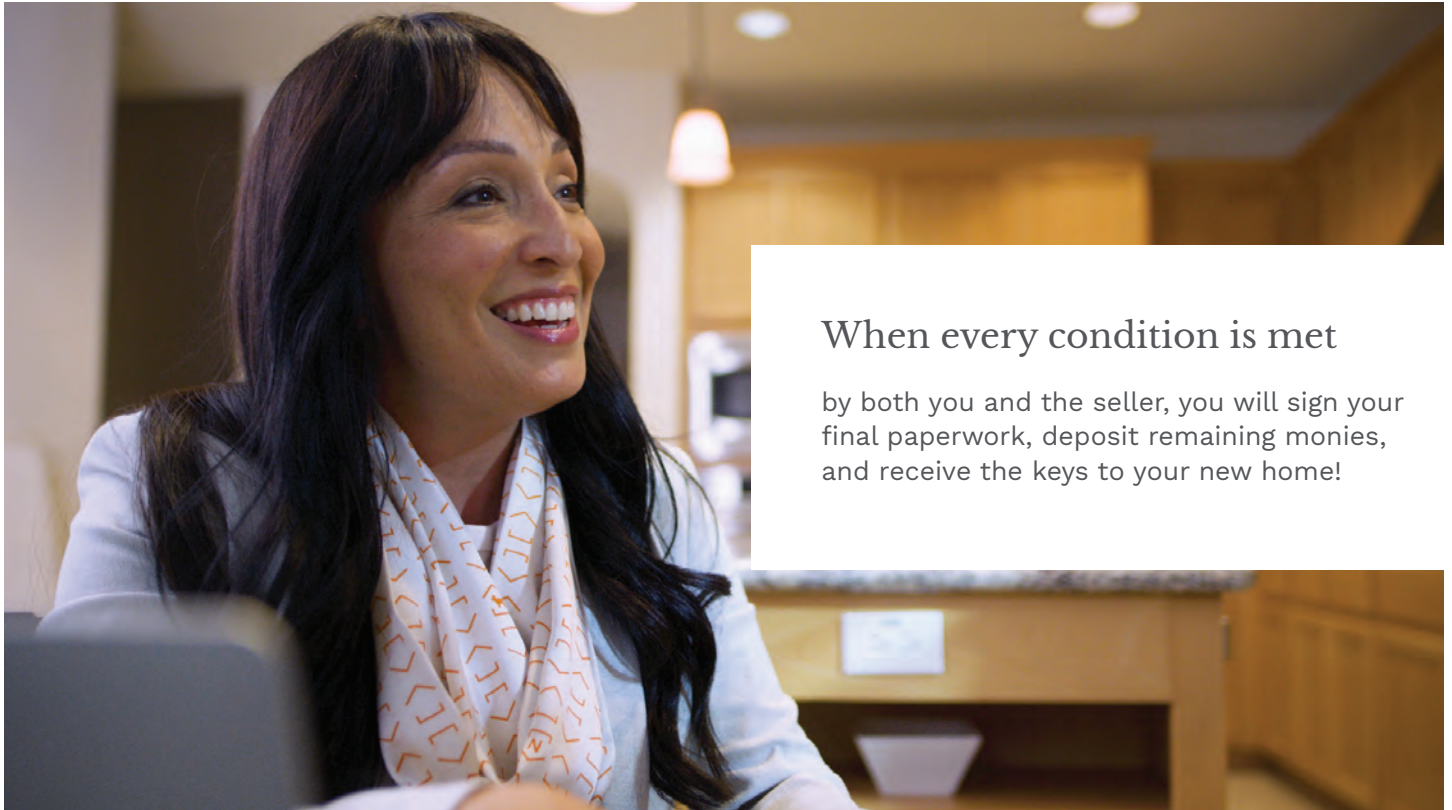
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From Pending to Close

Offer Accepted And Onward!



We've successfully negotiated a contract and the offer's been accepted toward owning your new home.



When every condition is met

by both you and the seller, you will sign your final paperwork, deposit remaining monies, and receive the keys to your new home!

We will work with a neutral third party that will facilitate the management and disbursement of all monies exchanging hands. They will provide a title report for review, receipt of your initial deposit, and assist with the final estimated closing costs, as well as signing of all the final closing paperwork.

There will be a number of action items with specific deadlines required by the various parties in the transaction. We will work closely with you on the specifics of your accepted contract and your local regulations or laws will determine these action items.

These items may include:

- Review of property disclosures
- Buyer inspections
- Appraisal
- City- and/or county-required inspections

We will manage the details throughout the process, providing you guidance on what you need to complete and when. We will also coordinate with the multiple involved parties to ensure each are meeting the required actions and deadlines.



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Get a Home Inspection



A home inspection is designed to give buyers a better understanding of the systems and overall condition of the home they're buying. Depending on the current market conditions, you may be able to include a home inspection contingency as part of your purchase contract, even if it's just for informational purposes. You may be able to negotiate some repairs to bring items up to code or to repair deficient problems.

A few things to keep in mind

No house is perfect.

A home inspection should point out questionable conditions, code violations, and/or potential safety-related concerns in the home you want to buy. It should cover the exterior, porch, deck, foundation and walls, chimneys and roofs, windows and doors, attics, electrical components, plumbing, appliances, central heating and air conditioning, basement/crawlspaces, and garage.

You should attend the inspection.

Walk through the home with the inspector so he or she can point out conditions to you that will go into the written report you will receive. Make your own notes so you can discuss the findings with your real estate agent.

A structural home inspection may not be enough.

Depending on what is covered in your home inspection, and what is customary in your area\ you may order several types of inspections - structural, termite, and environmental.

Home inspectors may have differing qualifications.

Make sure your home inspector is an expert, with a background in plumbing, HVAC, electrical work or general contracting, or is a member of a professional organization such as the National Association of Home Inspectors, Inc. (NAHI). Ask your inspector for credentials and certifications.

Your inspector will give you a written report so that you can make informed decisions about what needs repair, and whether you or the seller will be responsible for handling them.



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Always Come Knock On Our Door

Our Ongoing Commitment To You



We hope you too will have enjoyed the home buying process and our working together.

It's why we do what we do. Our relationships are our most valuable asset and point of pride.



We're here, as a resource and a friend along the way. We'll keep you updated on current market trends and the value of your home. We are as ever at your service if you choose to rent or buy or move, and ask away if you have any questions, or there's any particular person, place or expertise you seek, in your community or across the country.

When you work with us, you work with our entire national network. We like to think we can always offer an answer or an expert referral, a proven strategy—or at least a good story.

We'd love to hear from you and yours. Make yourself at home.



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Good, Dog(s)

More on Luke and Our Pet Cause



You've met Luke. Now meet our national charity partner, Canine Companions for Independence.



We at NextHome are all for the love of dog—and people, and giving back. So when we found a place where these passions intersect, often in the form of puppies, we knew we were in the right place, a very special organization to support.

The life-changing mission of Canine Companions for Independence is in providing highly-trained assistance dogs to help enhance the lives of children and adults (including veterans) with disabilities around the country, all free of charge.

These are pups with a purpose! They've attended our NextHome events, and we've raised tens of thousands of dollars in support of the important work they do.

To us—in community, in business, in the work we love to do every day—it's always about the people. **This human connection is what we value most at NextHome,** so we committed to putting the power of our network behind a great cause and into our communities.

We're excited to find new ways for the generosity of our agents and brokers, friends and family, to help support the breeding, raising, and training of these superstar dogs, in service of superstar people.

And ultimately, to keep strengthening relationships and our ever-evolving ability to take care of, connect with, and appreciate each other in this world.



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Mary Jones



Amanda Martin

Jan 8, 2020

Mary went above and beyond to market our home to ensure we got top dollar when selling. She is highly communicative and responded to emails and phone calls promptly and professionally. I highly recommend Mary Jones!

Sandy Smith

Mar 11, 2019

Mary did a wonderful job selling my home! She communicated regularly with us throughout the process and she is always kind and personable. Her marketing pieces are unique and were instrumental to the success of selling our home. I would recommend her to anyone!

Susan Miller

Mar 1, 2018

Mary exceeded anything I could have hoped for. Not only did she help me sell our home, she found us the new home of our dreams that fit our growing family perfectly. I strongly recommend Shannon to all my friends and family!

Lori Thompson

Oct 30, 2017

Mary really knows the business of Real Estate. I was comfortable working with her from the very beginning. She listened to me, was honest with me and there was no time where I felt she wasn't working for "me." I would highly recommend her to anyone I know who is looking to buy or sell a home. It truly was a stress-free experience.

Mackenzie

Feb 24, 2015

Mary is a great realtor! Her knowledge of the area helped us sell our home and find another one that was perfect for our family. She is very responsive and makes sure you understand every step of the process. There are no unexpected surprises with her like other real estate agents! We have found a great real estate agent we will always turn to and gladly refer our friends and families to as well!





Mary Jones
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