



WHY ***DIDN'T*** MY HOME SELL?

A Seller's Guide to SOLD

Compliments of the Tim Smith Real Estate Group

#1 TEAM IN CA

COLDWELL BANKER REALTY



Poor Photography

Listing images sometimes fall short of truly conveying the home's value and appeal. High-quality and meticulously selected imagery captures the attention of potential buyers and makes them want to see more, making excellent listing photography one of the essential pieces to get right when listing your home.



List Price Was Not Strategically Determined

Market conditions may have been overlooked when pricing estimation occurred. Mispriced homes deprive potential buyers of the opportunity to submit inquiries and make offers. As the owner, your interest (and the price) will be at its peak when potential buyers are more engaged.



Limited Marketing Exposure

Implementing successful marketing campaigns is instrumental in making sure the RIGHT house hunters know about your home. Your initial introduction to the market may have been lacking the exposure necessary to build interest and energy around your home offering.



Showing Availability

No buyer wants to miss your home. That's why it's so important that you make it accessible for them to tour. Without having the home show-ready or flexible showing times/windows, buyers may completely overlook it or simply move on without taking the time to admire all that you have to offer.



Showings Did Not Generate Offers

The process of properly vetting and qualifying buyers before letting them view your home is an important task. If you had many showings but no offers, it may be that prospective buyers were not qualified or even properly vetted to visit the home.



Home Is Not "Show-Perfect"

A few minor repairs can be a rewarding investment and make a huge impact on the ability to find the perfect buyer. From sprucing up landscaping to recaulking windowsills, giving your home some aesthetic TLC can make all the difference when you want to stand out amongst your for-sale peers.



Offers/Negotiations Went Nowhere

If you're receiving offers yet can't close the deal, it may be time to reevaluate negotiation tactics. An underperforming negotiator might leave pertinent details overlooked or left uncertain, miscommunicate, or lack creativity, leading to diminished potential buyers' interest and dead-end deals.

7

COMMON REASONS Homes Don't Sell the First Time

20

REASONS to List with the Tim Smith Real Estate Group

1

We offer hands-on Concierge Services for home projects

2

We have zero-upfront-cost home improvement options

3

We work with tried-and-true local vendors

4

We are experts on current market conditions

5

We understand that nuances affect home pricing

6

We prepare a Comparative Market Analysis before hitting the market

7

We use award-winning photo and video marketing assets

8

We're Named a top "Real Estate Video Influencer"

9

We have a dedicated in-house marketing team of 6+

10

We reach millions of buyers with our advanced digital advertising campaigns

11

We use cutting-edge lead capture for exposure & buyer retention

12

We're aligned with Coldwell Banker, a powerhouse in Global Real Estate

13

Our team has 300+ years of experience and \$6 billion+ in sales

14

We are flexible for showings & hosting open house at your discretion

15

We vet every buyer before scheduling a showing

16

We know the question to which **ONLY** your house is the answer

17

We've negotiated thousands of deals (and close the escrows)

18

We get the home sold on the first try

19

We don't cost you any more than a less experienced agent

20

We have a track record of succeeding where others have failed

223

HOMEOWNERS
TRUSTED TSREG IN 2024

179
Closed Transactions
in 2024

\$612M+
Closed Volume
in 2024

223
Clients Represented
in 2024



121 Canyon Creek, Irvine
\$14,750,000 | Seller



24 Calle Tamara, SC
\$3,895,000 | Seller



16212 Typhoon Ln, HB
\$2,250,000 | Seller



2017 Ocean Way, LB
\$10,325,000 | Seller



3 Morning Dove, LN
\$7,310,000 | Seller



7732 Colgate Ave, WTM
\$1,165,000 | Seller



5532 E Ocean Blvd, LONG
\$3,500,000 | Seller



33680 Paseo Eternidad, SJC
\$4,200,000 | Seller



19151 Oriente Dr, YL
\$2,550,000 | Seller/Buyer



2769 Bluebird Cir, CM
\$1,625,000 | Seller/Buyer



3620 Ocean Blvd, CDM
\$18,500,000 | Seller



406 Snug Harbor Rd, NB
\$3,650,000 | Seller



2626 Basswood St, NB
\$3,450,000 | Seller



205 Via Senda, SC
\$2,540,000 | Seller/Buyer



802 Foothill Rd, BH
\$24,200,000 | Seller



5 Del Mar, NC
\$27,000,000 | Seller



67 Hillsdale Dr #42, NB
\$2,825,000 | Seller



5 Oceanfront Ln, DP
\$6,450,000 | Seller



16134 Tortola Cir, HB
\$1,925,000 | Seller



31312 Cavallo Ln, LN
\$1,750,000 | Seller



601 Glomstad Ln, LB
\$2,400,000 | Seller



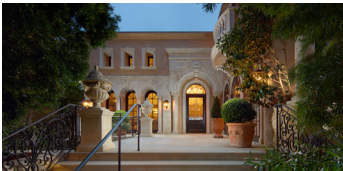
415.5 38th Street, NB
\$2,750,000 | Seller



215 Marigold Ave, CDM
\$12,000,000 | Seller

1 Vincennes, Newport Coast	\$5,300,000	Seller
1112 Devon Ln, Newport Beach	\$2,325,000	Buyer
11500 San Vicente Blvd #215, Los Angeles	\$1,550,000	Buyer
118 Avenida Sierra, San Clemente	\$1,355,000	Buyer
118 Novel, Irvine	\$770,000	Buyer
11803 Alclad Ave, Whittier	\$550,000	Seller
1209 Keel Dr, Corona del Mar	\$4,500,000	Buyer
12675 Doral, Tustin	\$1,035,000	Seller
1350 S Farrell Dr, Palm Springs	\$1,400,000	Seller
138 Scale, Irvine	\$2,320,000	Buyer
14 Corte Vidriosa, San Clemente	\$2,425,000	Buyer
1416 Sandcastle Dr, Corona del Mar	\$4,095,000	Seller & Buyer
149 Avenida De La Paz, San Clemente	\$1,950,000	Seller & Buyer

15886 Carmo Bluff Ct, Fountain Valley	\$710,000	Seller
16021 Melody Ln, Huntington Beach	\$1,299,000	Buyer
16176 Bimini Ln, Huntington Beach	\$1,675,000	Seller & Buyer
1626 Galaxy Dr, Newport Beach	\$5,950,000	Buyer
16291 Countess Dr #103, Huntington Beach	\$1,450,000	Buyer
16291 Countess Dr #302, Huntington Beach	\$1,100,000	Seller & Buyer
16971 Roundhill Dr, Huntington Beach	\$2,150,000	Buyer
19 Highfield Glen, Irvine	\$1,750,000	Buyer
1904 W Oceanfront, Newport Beach	\$6,500,000	Buyer
1920 N Cerritos Rd, Palm Springs	\$777,500	Seller & Buyer
2014 Mount Olympus Dr, Los Angeles	\$2,225,000	Buyer
20185 Mystic Ln #63, Huntington Beach	\$961,000	Seller & Buyer
20482 Trabuco Oaks Dr, Trabuco Canyon	\$1,405,000	Buyer



145 Emerald Bay, LB
\$25,000,000 | Seller



22812 Andara Rd, LN
\$1,500,000 | Seller



2724 Ocean Blvd, Corona del Mar
\$15,500,000 | Seller/Buyer



3581 Aquarius Dr, HB
\$2,135,000 | Seller



219 Goldenrod Ave, CDM
\$8,195,000 | Seller



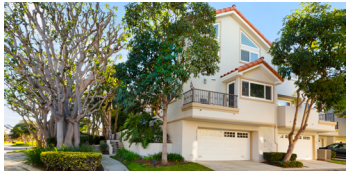
1 Lucania, NC
\$3,450,000 | Seller



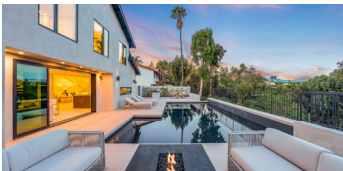
331 Adela, LF
\$1,065,000 | Seller



2612 Mesa Dr, NB
\$15,000,000 | Seller



19562 Elmridge Ln, HB
\$1,425,000 | Seller



32342 Ascension Rd, DP
\$3,275,000 | Seller



1275 Skyline Dr, LB
\$3,450,000 | Seller



218 Rivo Alto Canal, LONG
\$3,780,000 | Seller/Buyer



1806 Port Kimberly Pl, NB
\$3,950,000 | Seller



329 Dartmoor St, LB
\$3,300,000 | Seller



26712 Matias Dr, MV
\$1,160,000 | Seller



31 Morning Wood Dr, LN
\$2,120,500 | Seller



336 Snug Harbor, NB
\$7,000,000 | Seller



30361 Marbella Vista, SJC
\$3,000,000 | Seller



43 Hillsdale Dr #34, NB
\$2,998,000 | Seller



24 Victoria Ln, CDC
\$2,474,000 | Seller



2 Sea Cove Ln #11, NB
\$2,900,000 | Seller/Buyer



13 N Callecita, LB
\$5,500,000 | Seller



1005 W Balboa Blvd, NB
\$2,249,000 | Seller/Buyer



28 Lemans, NC
\$4,228,888 | Seller



2 Alessandria, NC
\$5,250,000 | Seller



1432 Deauville Pl, CM
\$727,500 | Seller



93 Monarch Bay Dr, DP
\$6,600,000 | Seller/ Buyer



10471 Shadyridge Dr, NTUS
\$1,718,000 | Seller



633 Lido Park Dr #E3, NB
\$4,300,000 | Seller/Buyer



16117 Saint Croix Cir, HB
\$1,425,000 | Seller



367 Cypress Dr #B, LB
\$2,750,000 | Seller



20 S Balboa, LONG
\$3,450,000 | Seller



20267 Estuary Ln, NB
\$1,280,000 | Selle



42 Kingfisher Ct, TC
\$1,600,000 | Seller



819 Emerald Bay, LB
\$6,500,000 | Seller



30912 Steeplechase Dr, SJC
\$3,050,000 | Seller



6 Drackert Ln, LR
\$2,078,000 | Seller

22842 Latigo Dr, Laguna Niguel	\$1,135,000	Seller
23 Coronado Pointe, Laguna Niguel	\$2,500,000	Buyer
23 Gardenpath, Irvine	\$1,790,000	Buyer
231 W Avenida San Antonio , San Clemente	\$1,800,000	Seller
236 Chorus, Irvine	\$1,495,000	Seller
2416 Santiago Dr, Newport Beach	\$3,100,000	Buyer
24625 Sadaba, Mission Viejo	\$1,300,000	Buyer
24761 Cutter, Laguna Niguel	\$1,025,000	Buyer
2553 Avenita Alpera, Tustin	\$1,040,000	Buyer
27 Cabrillo St, Newport Beach	\$815,000	Buyer
27944 Via Ambrosa, Laguna Niguel	\$645,000	Buyer
28796 Appletree, Mission Viejo	\$1,690,000	Buyer
29445 Port Royal Way, Laguna Niguel	\$1,155,000	Buyer

3 Orchid #13, Rancho Santa Margarita	\$695,000	Seller
30 Via Jacobea, San Clemente	\$2,100,000	Buyer
30065 Del Rey Rd, Temecula	\$1,425,000	Seller
3121 W Coast #8D, Newport Beach	\$1,600,000	Seller
33 Agia, Laguna Niguel	\$1,875,000	Buyer
33671 Flying Jib Dr, Dana Point	\$2,150,000	Buyer
34052 Crystal Lantern St, Dana Point	\$1,495,000	Seller
3409 Main #L, Santa Ana	\$770,000	Seller
34116 Selva Rd #309, Dana Point	\$1,280,000	Seller
34300 Lantern Bay Dr #55, Dana Point	\$2,150,000	Buyer
3800 River Ave, Newport Beach	\$4,500,000	Seller
388 E Valmonte Norte, Palm Springs	\$2,450,000	Seller & Buyer
4 Rue Grand Vallee, Newport Beach	\$4,100,000	Buyer

40 Corniche Dr #D, Dana Point	\$835,000	Buyer
4171 Manzanita, Irvine	\$1,480,000	Buyer
419 Monarch Bay Dr, Dana Point	\$6,850,000	Buyer
4348 E Claytor Cir, Anaheim	\$1,225,000	Buyer
4639 Gorham Dr, Corona del Mar	\$22,000,000	Buyer
5 Viewpoint Pl, Laguna Niguel	\$1,470,000	Buyer
524 Tustin Ave, Newport Beach	\$2,550,000	Buyer
536 N Lemon St, Orange	\$876,000	Seller
54 Saint Tropez, Laguna Niguel	\$2,000,000	Buyer
5516 S Holt Ave, Los Angeles	\$2,025,000	Seller
59 Groveside Dr, Aliso Viejo	\$2,200,000	Buyer
63 Mandria, Newport Coast	\$2,525,000	Buyer
674 Lombardy Ln, Laguna Beach	\$2,560,000	Buyer

72 Hillcrest Ln, Newport Beach	\$9,800,000	Buyer
733 Avocado Ave #108, Corona del Mar	\$1,275,000	Seller
735 Avocado Ave #107, Corona del Mar	\$1,700,000	Buyer
757 Avocado Ave #205, Corona del Mar	\$1,388,000	Seller
77885 Cottonwood, Indian Wells	\$950,000	Buyer
8 Regents, Newport Beach	\$3,310,000	Buyer
8031 Scholarship, Irvine	\$1,555,000	Buyer

COLDWELL BANKER REALTY

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Our team of experienced real estate professionals have successfully **SOLD** hundreds of **Expired Listings**.

Be our next **Success Story**. Put the power of the Tim Smith Real Estate Group to work for **YOU**.

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info@timsmithgroup.com



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REALTY**

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