



**FROM LISTED
TO
SOLD**

OUR SELLER'S GUIDE

NICOLE & STEVE

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nice to meet you

REALTOR®



TEAM NICOLE & STEVE

With a proven track record of success, we excel in delivering exceptional service and results, making your property dreams a reality." We work full-time seven days a week; you will reach us on weekends and after-hours, and you will see that we live and breathe the industry. We also run a full-time Property Management Company.

Over the last five years, team Nicole & Steve has SOLD over 95 MILLION dollars in Real Estate. Lifetime sales are over 200 million dollars and there are over 480 transactions. That buys much experience.

LET'S CONNECT



661-816-4234 or 310-800-3064



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www.ergproperties.com



[ergproperties](https://www.facebook.com/ergproperties)



[@estate_realty_group](https://www.instagram.com/estate_realty_group)



[@estaterealtygroup](https://www.youtube.com/@estaterealtygroup)

ABOUT US



MEET THE TEAM

ESTATE REALTY GROUP
ERG
OUR RESULTS LEAD TO SMARTER MOVES



Nicole Stinson

REALTOR® BROKER

Nicole Stinson is a seasoned real estate broker with 35 years of experience in the Santa Clarita Valley. A native of the San Fernando Valley, she values community involvement and actively gives back to the area she calls home. Known for her personal approach, Nicole empathizes with her clients, ensuring a smooth experience for buyers and sellers alike. With extensive knowledge of both the Santa Clarita Valley and Los Angeles, she proves to be a valuable asset to her clients. Nicole's reputation as a "Trusted" Realtor is evident through referrals from top attorneys, financial advisors, and CPAs who trust her with sensitive transactions like divorce, probates, and trust sales. Committed to her client's success, Nicole's dedication fosters long-lasting relationships. Beyond real estate, she actively chairs nonprofit events, ran her own successful charity event for ten years, and volunteers monthly for various causes. As the Chair-Elect for the Southland Regional Association of Realtors, she continues to demonstrate exemplary leadership and organizational skills, earning the trust and admiration of her peers and clients alike.



Steve Portaro

REALTOR®/MARKETING MANAGER

Steve Portaro, is a seasoned professional with 25 years in California and brings Midwestern values and ethics to our team. With a diverse background in Sales, Technology, Customer Service, Marketing, Design, and Entrepreneurship, Steve's expertise is evident in his multiple successful business ventures. He excels in professional photography, 360 VR tours, graphic design, social media, and website building. Steve's tech-savvy approach keeps him up-to-date with industry trends, allowing him to understand customers' needs when buying or selling properties. With a passion for home design and remodeling, he offers valuable insights for envisioning your dream home. Steve is actively involved in volunteering for various events and co-chaired the SCV Charity Chili Cook-Off with Nicole, and contributing to local charities. Helping people achieve their homeownership dreams is his ultimate passion. Holding various accreditations in Real Estate, Steve embraces the ever-changing nature of the industry and continuously seeks new knowledge and expertise, including running a Property Management company with Nicole.



THE PROCESS

HOME SELLING process



A photograph of a bedroom interior. On the left, a bedside table holds a lamp with a white shade featuring a grid of circular patterns and a clear glass water bottle. To the right, a bed with white linens and pillows is visible against a dark blue wall. A vertical white bar on the right side of the image contains the word 'FACTORS' in bold, black, uppercase letters.

FACTORS

DETERMINING FACTORS

FOR IF A PROPERTY WILL SELL OR WILL NOT SELL

FACTOR 1 pricing

When pricing your home, it is important to carefully consider top market value. Using our competitive market analysis tool, we will suggest your home's best listing price. We sell homes HIGHER than the market average because we list homes at the correct price from the start.

FACTOR 2 how it shows

It is important to have your home ready for market on day one. We will help you make sure your home is ready for showings and online by:

- Completing repairs that need to be done
- Decluttering & removing personal items
- Make sure the home is clean and smells fresh
- Cleaning carpets
- Neutralizing spaces and walls

FACTOR 3 marketing

We offer SUPERIOR MARKETING TECHNIQUES to help get your home sold faster and for more money than the competition.

Prospecting daily for potential buyers, talking with neighbors, our co-op agents, and past clients.

MARKETING

The second you sign with us, we go to work on marketing your home! COMING SOON MARKETING, ONLINE MARKETING, SOCIAL MEDIA MARKETING, and PRINT MARKETING are all part of the success of getting your home seen by the most potential buyers, selling your home faster and for more money than the competition.

COMMUNICATION

Actively communicate with you through every step of the process. Diligently sharing feedback from showings, following up with agents after viewing the home, and calling weekly to discuss the progress from the previous week.

the advantage of listing with us

BOOSTED online exposure

Today's market is centered on technology. Buyers are performing their searches online, so it is important that your listing is ranked high and shown in the best light. Studies have shown that online buyers disregard homes with limited photos, low-quality photos, and minimal information. Rest assured we take the extra steps to get maximum exposure for your listing and give the online shopper a wealth of information, as well as quality photos, and video tours.

PROFESSIONAL PHOTOGRAPHY, VR TOURS, FLOOR PLANS OF YOUR HOME, PAID ADVERTISING, AND TOP AGENT NETWORKING GROUPS SPREAD THE WORD BEFORE IT HITS THE MARKET, REACHING THOUSANDS MORE THAN THE AVERAGE REALTOR WOULD.



BEFORE LISTING YOUR HOME

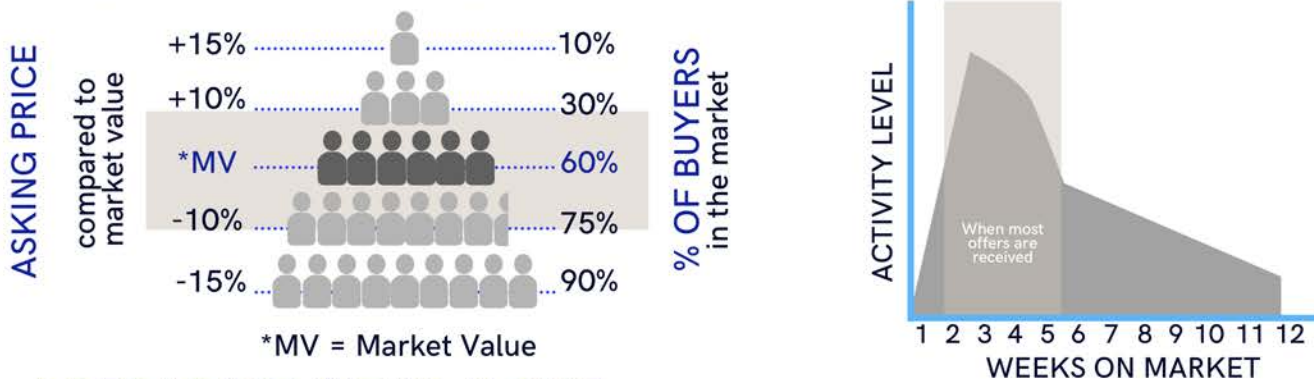
listing strategy

PRICING STRATEGY

Using a scientific market analysis in your area, we will price your home correctly the first time so that it will sell quickly.

If your home is priced at fair market value, it will attract the largest number of potential buyers in the first few weeks.

If a home is overpriced it will attract the fewest number of buyers looking to purchase a home. The majority of home buyers look at a lot of homes, and they quickly get a feel for the price range that homes sell for in a given condition and location.



PREPARING YOUR HOME

To ensure your home is shown in the best light to buyers, we will consult with you on things we recommend that will help spruce a home up with a few simple things that can make a world of difference when photographed and viewed.

PROFESSIONAL PHOTOGRAPHY AND VIDEO, VR TOUR, FLOOR PLAN, AND DRONE IF APPROPRIATE

In today's market, homebuyers are searching online first. It is imperative that the photos of your home are top-notch and of the best quality to catch the home buyer's attention and stand out from the competition. Having more eyes on your home is the fastest way to get it sold and sell for top dollar.

AGENT MARKETING

We are part of a very large agent network of all Top Agents. We will reach out to this network to see if your home might be an excellent fit for one of their buyers. This agent network is key to connecting buyers with your home, as 88% of residential sales involve real estate agents. Nicole is the incoming Chair of The Southland Regional Association of Realtors, this is a tremendous advantage for us when it comes to Networking, Laws and having a pulse on an industry that changes rapidly daily.

ADVERTISING & MARKETING

We know the importance of marketing a property. This is an area we heavily focus our budget on. Our expertise in paid marketing and custom advertising is attracting hundreds of buyers per month and increasing brand awareness.

PREPARING TO LIST



preparing to list

MAXIMIZE YOUR HOME'S POTENTIAL

A clean, neutral, and streamlined look help buyers to imagine what life would be like in your home. The action points below will help them be able to do that.

01

EXTERIOR

- Wash or paint the home's exterior
- Paint the front door
- Keep the yard nicely trimmed
- Keep the lawn free of clutter
- Weed and freshly mulch garden beds
- Clean interior and exterior windows
- Apply fresh paint or stain to wooden fences



02



INTERIOR

- Remove personal items, excessive decorations & furniture
- Replace or clean carpets
- Get rid of clutter and organize and clean closets
- Apply a fresh coat of paint to walls, trim, and ceilings
- Replace outdated ceiling fixtures and clean lighting fixtures
- Minimize and clean pet areas in the home
- Be sure that all light bulbs are in working order
- Depersonalize & declutter; buyers want to imagine themselves in your home

FRESHEN THE PAINT & FIXTURES

- A new coat of exterior paint helps a home's curb appeal. It isn't a low-budget item, but if you can swing it...DO IT
- If you can't paint the entire home, paint the trim. This is a relatively simple thing to do; it helps give a home that wow factor
- Update exterior light fixtures. This can quickly give a home an updated look
- Put a fresh coat of paint on the front door

03





A LASTING IMAGE

real estate photography



PICTURES SAY A THOUSAND WORDS AND THEY SELL HOMES!

A listing's photos are often the first and sometimes only opportunity to attract a potential buyer. Most buyers are finding their homes online and photos are the first impression of your home. Pictures are the key to getting your home noticed, showings scheduled and therefore sold. As your agent, I will ensure that your listing will be shown in its best light. Many times a buyer has already decided if they are interested in your home just from the pictures online, without ever stepping foot inside your home.

INTERESTING FACTS:

quality photos enjoy

118%

more online views

professionally shot listings

can sell for up to
19K MORE

potential buyers look at

professionally shot photos
10 TIMES

longer than non professional photos

Videography VR

VIDEO IS THE NUMBER ONE FORM OF MEDIA FOR ENGAGEMENT



Real estate listings
with video receive
403%
more inquiries

Videos attract
300%
more traffic for
nurturing leads.

70%
of homebuyers
watch video
house tours

Video and VR Tours gives a prospective buyer a true feeling of moving through a home, and is far more descriptive of a space than still images can ever hope to be.



aerial

photography

Using aerial photography in real estate can show buyers a much more accurate depiction of what the property is actually like, as well as the surrounding neighborhood.

BENEFITS

of having aerial photos:

- ✔ Provides views of the entire property & land
- ✔ The condition of the roof and other property features
- ✔ The neighborhood and surrounding area, including the home's proximity to schools & amenities
- ✔ Developments or local districts that are supported by the buyer's property taxes

VIRTUAL tours

A virtual tour is a sequence of panoramic images that are 'stitched' together to create a 'virtual' experience of a location. Once created, the viewer can experience what it is like to be somewhere they are not.

THE BENEFITS



Utilizing cutting-edge technological solutions, we can narrow in on the most serious buyers. By using virtual tours we can give buyers a good look at your home without disturbing you. Leaving only the more serious buyers to schedule a showing.



They are interactive by design, which means users spend more time exploring than they would just looking at photos. The more invested in the interaction potential buyers feel, the more likely to take the next step in their purchase journey.



Potential homebuyers don't like to wait and they want all the information now. Never missing another opportunity. A virtual tour allows your home to be on display around the clock.



Exposes your home to a wider audience. Your home can be toured from clear across the country at any time.



We generate a full accurate floor plan of your home



PROPERTY flyers



Property brochures are a memorable marketing piece for buyers to bring home with them after a showing. These brochures outline every detail of your home seen and unseen. We love using these to show all the unique details, photos, neighborhood specs, schools, upgrades, and features your home has to offer.



modern AI marketing

We are highly trained in this dynamic new area

Predictive Analytics

One of the key applications is predictive analytics, which leverages historical data and algorithms to forecast trends and make accurate predictions. Real estate professionals can use AI-powered tools to analyze market conditions, evaluate property values, and identify investment opportunities with greater precision. By harnessing the power of predictive analytics, businesses can make more informed decisions, mitigate risks, and optimize their strategies to stay ahead in a competitive market.

Generative AI

Generative AI is another powerful tool that can significantly benefit the real estate industry. This technology allows for the automated creation of tasks including listing descriptions, property searches, marketing content, and more. By automating repetitive tasks, REALTORS® can free up valuable time and resources, enabling their teams to focus on higher-value activities

Computer Vision

Computer vision, another facet of AI, can be utilized to analyze property images and videos, extract valuable information, and even identify property features like swimming pools or garden spaces. This not only enhances the efficiency of property evaluation but also improves the accuracy of property listings, providing potential buyers with a more comprehensive view of the properties they are interested in.



LISTING YOUR HOME



robust marketing

NETWORKING

A large percentage of real estate transactions happen with co-operating agents in the country. I will expose your listing to this market.

SIGNAGE

A sign will be placed in your yard as well as pointers and open house signs before an open house. These will be placed at the most opportune times to gain the most exposure.

SUPERIOR ONLINE EXPOSURE

Buyers in today's market first start their search online. We will meet your potential buyers where they are...online! Not only will your home be featured in the local MLS, but it will also be featured on the major 3rd party real estate sites and syndicated to hundreds of other listing sites. Your home will be featured on our company website and social media. We have thousands of followers on every platform.

EMAIL MARKETING

An email will be sent to our current buyer database of thousands of buyers searching for properties on our website. A new listing email alert will go out to our network of thousands of agents in the area.

CUSTOM PROPERTY FLYERS

Highly informative and creative property flyers will be displayed inside your home. These help potential buyers remember the key items and unique features of your home. We make original art, not the typical cookie-cutter templates

LOCK BOX

Lockboxes are essential for the safety of all. They allow an agent to show your house whenever he or she needs to, rather than relying on you the owner for a key. Owners are also expected to vacate the property for showings. Having a lockbox makes this process much easier for all involved.

SHOWINGS

When we list your home, we will immediately communicate with you when a showing is scheduled. When feedback isn't left, we will follow up with those agents requesting their feedback within 24 hours. This helps us make any adjustments possible.

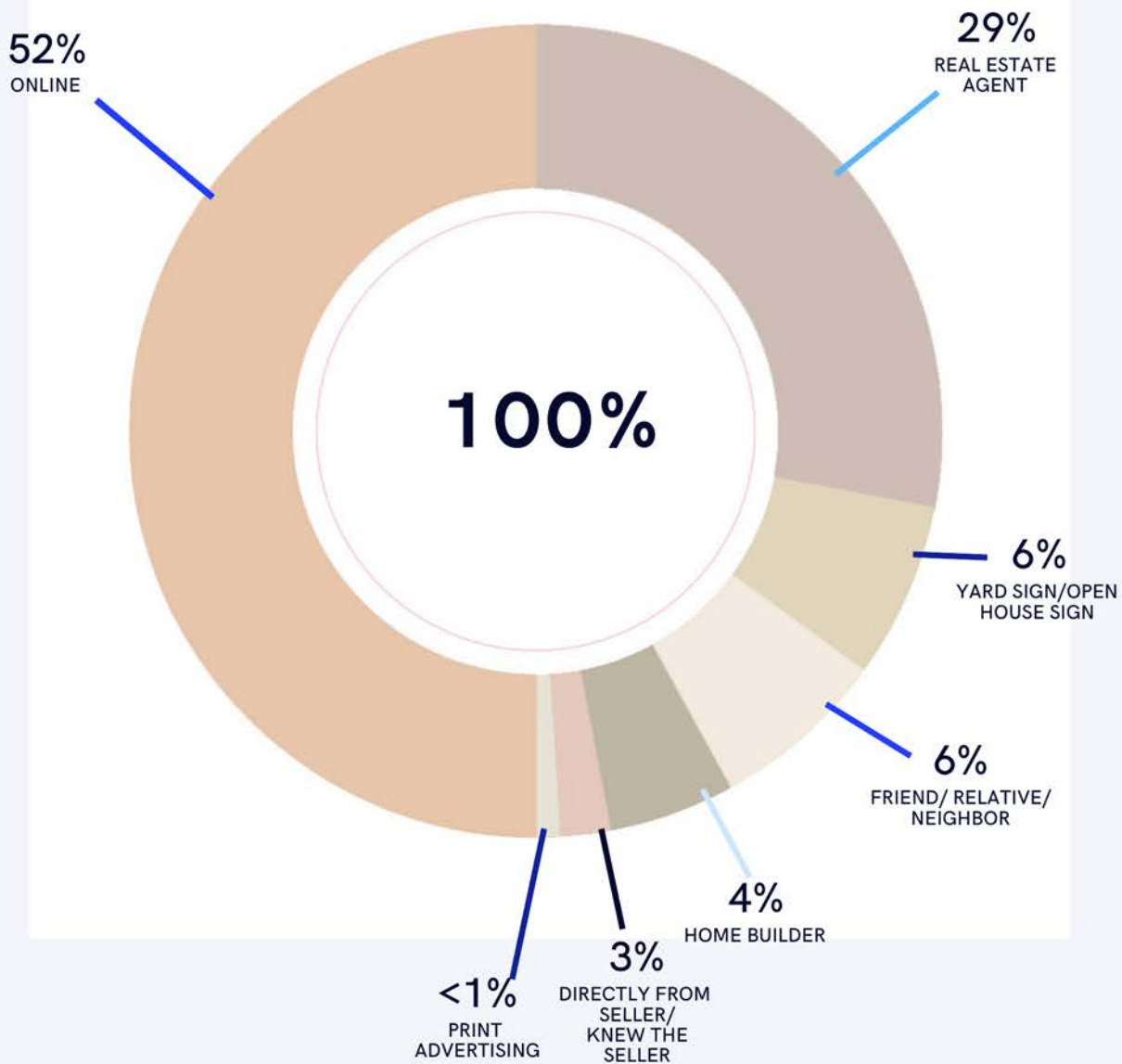
OPEN HOUSES

After reviewing many surveys, we have discovered the perfect formula for what day is best to list a home and the perfect day for an open house.

ADVANCED SOCIAL MEDIA MARKETING

We practice advanced PAID social media marketing on today's top social sites which include and are not limited to: Facebook, Instagram, LinkedIn, YouTube, and, TikTok

WHERE DO BUYERS find their home



*2022 NAR Home Buyer and Seller Generational Trends

MAXIMUM exposure



Instagram

40K Combined
Followers

facebook®

50k Combined
Followers

Zillow®



10K Followers

realtor.com®

25 Five star reviews

Nextdoor

trulia®

ESTATE REALTY GROUP
ERG
OUR RESULTS LEAD TO SMARTER MOVES

YouTube

2500 Subscribers

GET FEATURED

We will feature your home on the top home search sites, and on social media and syndicate it to over 300+ other sites. Our reach is thousands.

Homes that receive the top 10% of page views sell an average of 30 days faster!

AFTER LISTING YOUR HOME



showings

A few tips to help your home showings go as smoothly as possible

FLEXIBLE

Be as flexible and accommodating to the buyers schedule as possible. We want to avoid having missed opportunities if at all possible.

INFORMED

Make sure everyone in the home is informed when showings are to happen so they can keep their spaces clean.

DAILY CLEANING

Keep up with daily messes. Wipe down kitchen and bathroom counters before leaving for the day.

ODORS

Avoid strong-smelling foods: Keep your meal prep as neutral and simple as possible.

FURRY FRIENDS

Keep pet areas clean. Clean up after your pets immediately and wash their bedding regularly. Hide pet food or litter. Not everyone is a pet person and it may hinder a potential buyer's ability to picture themselves living in your home.

NATURAL LIGHT

Open blinds and curtains and let in as much natural light as possible. Leave lights on before you leave for a showing.

TRASH

Empty trash cans to avoid any odors. Try to empty trash cans nightly so that the home is fresh when you leave for the day.

TEMPERATURE

Keep the room temperature comfortable. This demonstrates to buyers that the HVAC is working properly.

PERSONALS

Make sure you place all valuables and prescriptions out of sight and in a safe place.

VACATE

Having a seller present can make buyers feel awkward. We want to make the buyers feel at home and stay awhile.



offers

Price is just one of many considerations when deciding which offer is best for your home. Here are some of the other factors that matter



CONTINGENCIES

The fewer contingencies on an offer the better. Shorter time periods are also valuable.



ALL CASH BUYER

A cash offer is usually more appealing than a finance offer as the seller doesn't need to worry about the bank approving the loan.



PRE-APPROVAL

Assures home sellers that the buyer can get the loan they need.



CLOSING TIMELINE

You might need to close quickly to move on to the next adventure, or you might need to extend the closing to allow time for the next home to be ready. Choosing the offer with the closing time that fits your needs will be most attractive to you.



CLOSING COSTS

Sometimes an offer comes in high, but the buyer asks you to pay a percentage of the buyer's closing costs.



REPAIR REQUESTS

If the home needs some repairs, but you don't have the time or money to do them, a buyer might ask for concessions or ideally we want a buyer who is willing to take the property as-is



OFFER PRICE

Of course, price matters too! If a high offer will cost you more in closing costs, repairs, or other factors—then it probably won't be the better offer.



NEGOTIATIONS

WHAT HAPPENS AFTER SUBMITTING AN OFFER

WE CAN:

- Accept the offer

- Decline the offer

If the offer isn't close enough to your expectation and there is no need to further negotiate.

- Counter-offer

A counter-offer is when you offer different terms to the buyer.

THE BUYER CAN THEN:

- Accept the counter-offer

- Decline the counter-offer

- Counter the offer

You can negotiate back and forth as many times as needed until you can reach an agreement or someone chooses to walk away.

OFFER IS ACCEPTED

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period.

Now inspections, appraisals, or anything else built into your purchase agreement will take place.



CONTRACT TO CLOSING

home

INSPECTIONS

WHAT IS INCLUDED

Roof & Components

Exterior & Siding

Basement

Foundation

Crawlspace

Structure

Heating & Cooling

Plumbing

Electrical

Attic & Insulation

Doors

Windows & Lighting

Appliances (limited)

Attached Garages

Garage Doors

Grading & Drainage

All Stairs



FAQ

INSPECTION TIME FRAME
TYPICALLY 10-14 DAYS AFTER SIGNING THE CONTRACT.
NEGOTIATIONS USUALLY HAPPEN WITHIN 5 DAYS

COSTS
NO COST TO THE SELLER. THE BUYER WILL CHOOSE AND PURCHASE THE INSPECTION PERFORMED BY THE INSPECTOR OF THEIR CHOICE.

POSSIBLE OUTCOMES
INSPECTIONS AND POTENTIAL REPAIRS ARE USUALLY ONE OF THE TOP REASONS A SALE DOES NOT CLOSE.

COMMON PROBLEMS
COULD BE FOUNDATION, ELECTRICAL, PLUMBING, PESTS, STRUCTURAL, MOLD, OR RADON

UPON COMPLETION:

BUYER CAN ACCEPT AS IS

BUYER CAN OFFER TO RENEGOTIATE

BUYER CAN CANCEL CONTRACT

home APPRAISAL



If the buyer is seeking a loan to purchase your home they will need to have an appraisal performed by the bank to verify the home is worth the loan amount. As a seller we want the property to appraise for at least the sale amount or more. It is very difficult to successfully contest your appraisal. An experienced agent demonstrates certain strategies to reveal the value of the home prior to the appraisal.

APPRAISAL COMES IN AT OR ABOVE SALE PRICE

You are in the clear, and closing can begin!

APPRAISAL COMES IN BELOW SALE PRICE

- Renegotiate the sale price with the buyer
- Renegotiate with the buyer to cover the difference
 - Cancel and re-list
- Consider an alternative all-cash offer

CLOSING THE SALE

what to expect

Closing is when funds and documents are transferred in order to transfer ownership of the property to the buyer. The escrow officer will look over the contract and find out what payments are owed by who, prepare documents for closing, perform the closing, make sure all payoffs are completed, the buyer's title is recorded, and you receive payoffs that are due to you.

1. TRANSFER FUNDS

The transfer of funds may include payoffs to:

- Seller's mortgage company as well as any lien holders
- Local government, if any property taxes are due
- Third-party service providers
- Real estate agents, for payment of a commission
- Sellers, if there are any proceeds from the sale of the home

2. TRANSFER DOCUMENTS

The transfer of documents may include:

- The deed to the house
- Certificate of Title, Bill of Sale, and other real estate-related documents
- Signed closing instructions and/or settlement statement (HUD 1)
- Receipts (if needed) for completed repairs, per sales contract

3. TRANSFER PROPERTY

The transfer of property may include:

- Recording of the signed deed (completed by third-party) at the county courthouse
- Post-closing agreement, if the seller will need to rent back home for the specified time frame
- Exchange of keys, garage door opener, security codes and/or devices, appliance manuals, etc.
- Homeownership legally transfers to the new owner when the signed deed is recorded at the seller's local county courthouse.

YOUR COSTS

Seller commonly pays:

- Mortgage balance & penalties if applicable
- Any claims against your property
- Unpaid assessments on your property
- Real estate agents, for payment of a commission
- Title insurance policy
- Home warranty

WHAT TO BRING

Sellers need to bring to closing:

- A government picture ID
- House keys
- Garage door openers
- Mailbox and any other spare keys

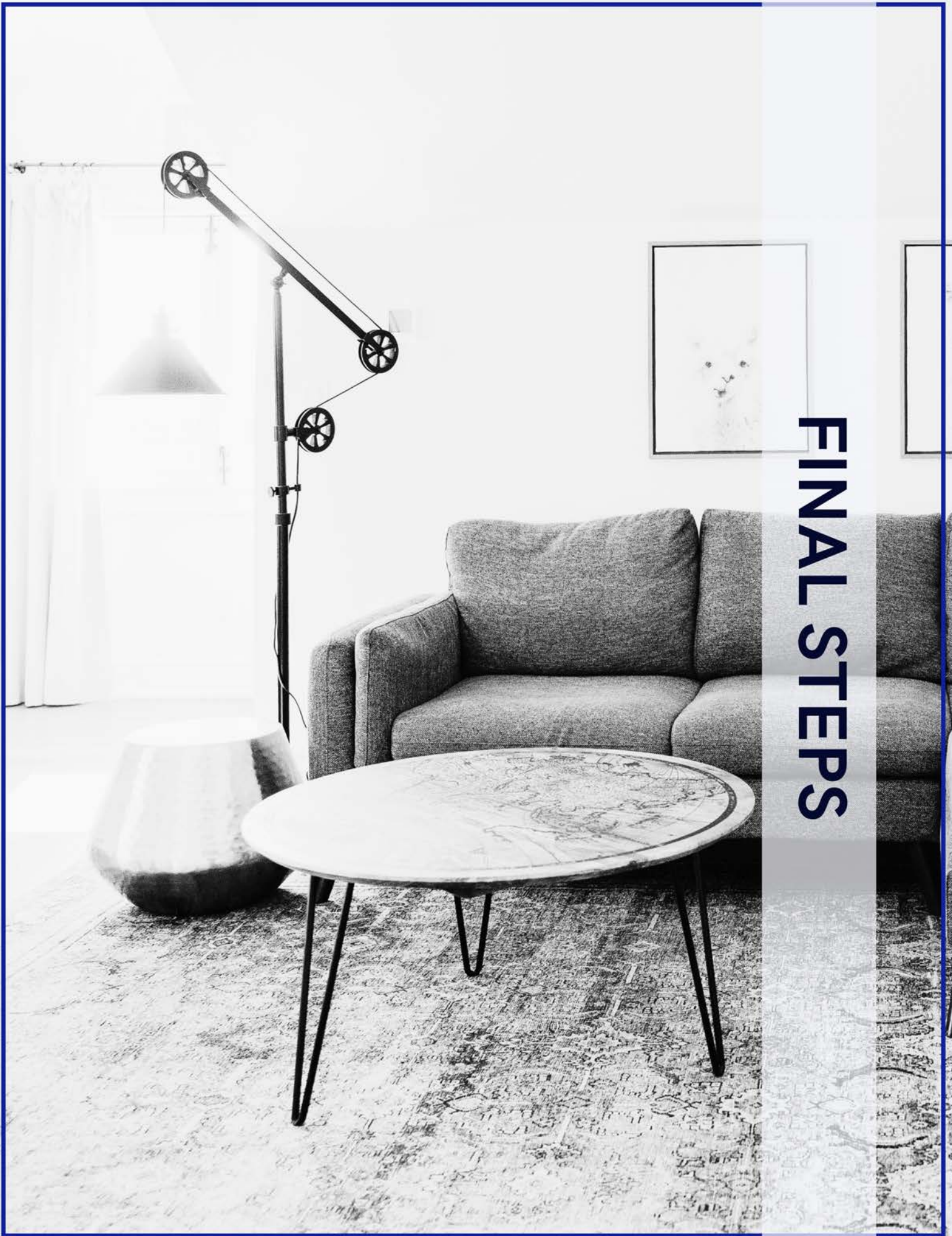
AFTER CLOSING

Keep copies of the following for taxes:

- Copies of all closing documents
- All home improvement receipts



FINAL STEPS



FINAL steps

FOR SELLERS



CANCEL POLICIES

Once title transfer has occurred contact your insurance agent to cancel your policy so you can receive a refund of any prepaid premiums.



CLOSE ACCOUNTS

Cancel utilities and close those accounts. Keep a list of phone numbers for each of your utility and entertainment companies.



CHANGE ADDRESS

Let everyone know your new address. Submit a change-of-address form to the post office.



TURN EVERYTHING OFF

Turn off valves to the sinks, toilets, appliances, and water heater. Turn off all light switches and fans. Lastly, call the electric company.



DOCUMENTS

Secure all closing documents as well as the contract and closing documents. Keep them in a safe place.



GATHER HOME PAPERWORK

Put together a packet of manuals, receipts, and any warranties as well.



CLEAR OUT PERSONALS

Move out your personal belongings completely. Check all drawers, cabinets, and closets.



CLEAN

Ensure that your home is completely clean upon leaving the home. Clean the cabinets, refrigerators, and other appliances inside and out. Thoroughly clean out the garage. Schedule trash pick up prior to the day of closing. Leave your home the way you would like to find it if you were the buyer.



INCIDENTALS

Leave all house keys, remotes, gate keys, pool keys, and mailbox keys in a drawer in the kitchen.



FLOORS

Vacuum and sweep floors one more time



LOCK UP

Ensure all blinds are closed, and lock the windows and doors.

RECOMMENDED RESOURCES



recommended

Go-To Trade Resources

GENERAL CONTRACTORS

Jim Anderson
AP Builders - Lic# 767947
Ph: 805-907-6025

Bernardo Orantes
Ph: 818-633-6069

PAINTING HANDYMAN WORK

Daniel Murphy
All Valley Soutions
818-749-7248

HOUSE CLEANING

Cyclone Cleaning and Janitorial
(818) 961-4942

JUNK REMOVAL & HAULING

Martin & Sons
818-620-1654

Raul
562-390-1242

ELECTRICIAN

S.A. Parkin Electrical Contractors Inc.
(818) 398-0180

PLUMBING

Whitaker Plumbing
(661) 644-3331

LANDSCAPING

Oscar Jairo
661-593-3890

Be sure to tell them we recommended them



A modern interior scene featuring a yellow sofa with a patterned pillow, a green fern plant on a table, and a wall with geometric paneling. The scene is captured in a soft, slightly blurred style, suggesting a relaxed and contemporary atmosphere. The wall behind the sofa has a light-colored, geometric paneling design. The fern plant is the central focus, with its large, vibrant green leaves extending across the middle of the frame. The yellow sofa is partially visible on the right side, and the patterned pillow adds a touch of texture and contrast. The overall lighting is bright and even, highlighting the various textures and colors of the furniture and decor.

REVIEWS

REVIEWS



More available upon request

Debra Nelson

I'm sorry for taking so long to write Nicole and Steve's review. In summary, they are a formidable team with extensive knowledge and experience, which is extremely valuable in today's "everyone is a realtor" world. You have two realtors, not just one, working for you when you work with Nicole and Steve because they are the brokerage and broker. They are quite informed about selling techniques and the market for both buyers and sellers. They are also professional, pleasant, communicative, and extremely knowledgeable. But most importantly, and the reason I am so appreciative of them, they are wonderful people who supported me through a difficult situation.

Taryn Cain

Nicole and Steve were a great team to represent us for this unique property. They went above and beyond to help us. Always available and kept us informed with everything. Highly recommend these two!!

Kenneth Holt

We recently relocated from Calabasas to Valencia, and the process was wonderful—which, in our experience, is RARE! Nicole was recommended to us, and since we have experience buying and selling homes, we interviewed her as well as other realtors. She is honest and straightforward, and she also has a friendly disposition. Once we began working with her, we became aware of her true talent. In order to find her and Steve the ideal home in Valencia, we collaborated closely with them, frequently returning three or four times to the same home. They were always willing to help and supportive right away. I appreciate them!

Lucia Minaya

My family has worked with Nicole and Steve for years, and each experience is tailored to our specific needs. Not only do they customize your real estate needs, but they are also genuinely invested in helping you every step of the way, even after closing. Whether it be a late-night text or an early morning email, Nicole and Steve make you feel like you are their only client, and this relationship naturally evolves into a long-lasting friendship. I appreciate their diligence in helping me find a house that I can call HOME. XOXO

Jaelyn M.

If you are looking for a top notch real estate team, look no further than Nicole and Steve at ERG. They sold our house in 1 day, in the middle of the COVID crisis, with multiple offers above asking price. We were building new construction and went into panic mode about selling our current home when the economy shut down. But Nicole and Steve watched the market and timed our listing perfectly. They are beyond knowledgeable about the real estate market. They are honest and have integrity. This is our 3rd real estate experience with them and I would never work with anyone else!

Brenda Douglas

You won't find two more qualified and sincere real estate agents than these two. They will treat you and your belongings as if they were their own. No one else is capable of handling the important life choices of selling and buying a home. They are active members of the neighborhood and constantly give of their time and creativity to foster interpersonal relationships. They are well-connected and active in neighborhood affairs. They have the skills, resources, and generosity to put on a fantastic open house because they are very knowledgeable. No one is more knowledgeable about the market than them; they work everywhere and have more experience than the majority of Realtors in the industry.

REVIEWS



More available upon request

Mark Kennedy

Verified review

Nicole and Steve helped us with an incredibly complicated and unanticipated house sale. No matter what the challenge (and there were so many of them on our end), they stepped us through the process with the perfect mix of urgency and calmness. No matter what we needed, they had a solution, and it was clear from the first conversation that they were reliable, practical, and effective. Our house sold for more than we expected thanks to them.

Henry Chatman

Verified review

Let me begin by stating that Steve and Nicole make an incredible team! With our first agent, purchasing our first home in such a cutthroat market didn't seem feasible. We simply had a few meetings with Steve and Nicole before our offer was chosen over ten others.

Brian Baer

Verified review

Positive: Professionalism, Quality, Responsiveness

We knew that our property was unique and might not be an easy sell. We shopped around and interviewed several agents before going with Nichol and Steve. We were glad that we did. It wasn't an easy sell. Lol. They worked very hard to make sure that that burden didn't fall on our shoulders. They went above and beyond and worked closely with us to make it happen. Thanx guys.

Riverside, CA 2021

I was referred to Nicole by my trust administration attorney and I am so glad I was. From the get-go I found her to be professional and very savvy. I felt like I was in good hands. Nicole brought years of experience in real estate sales to the table and that helped me feel more at ease. The process on this property hit some snags now and then and she was always on top of it and in constant communication with me. She answered all my questions no matter the caliber and guided me through the process. She was a critical part of this transaction and a catalyst to making sure the deal closed while protecting my interests. I would definitely refer people to Nicole and hope to work with her again.

Erin Allen

Verified review

2022

Overall rating (5)
Responsiveness

Negotiation skills

Professionalism and communication

Market Expertise

When I was selling my house, I needed someone who was knowledgeable about the market and who could help me get the best price for my home. Steve was that agent. He was able to give me advice about what to do to prepare my home for sale and what to expect throughout the process. He was always available to answer my questions and he went out of his way to help me.

GOAL ORIENTATED RESULTS DRIVEN!

IT'S ALL IN THE *numbers*

NICOLE & STEVE STATS

5 YEARS
SALES \$

LIFETIME
SALES

TRANSACTIONS

AVERAGE
DOM

95 Million+

200 Million+

480+

12

ON AVG. WE EARN OUR SELLER'S 5% MORE





EXPECT!



ESTATE REALTY GROUP

ERG

OUR RESULTS LEAD TO SMARTER MOVES

HONESTY & TRANSPARENCY

EXPERIENCE

INTEGRITY

RESPECT

TIMELY & ALWAYS REACHABLE

ACTING IN YOUR BEST INTEREST

RESULTS!



Steve & Nicole

