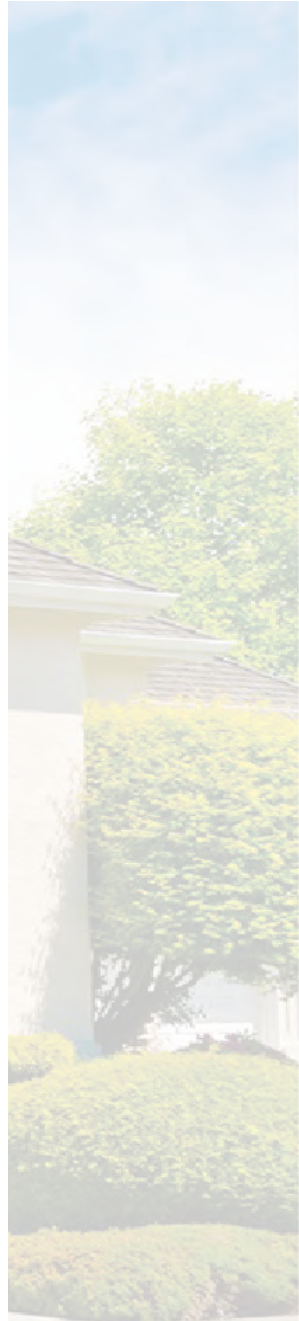
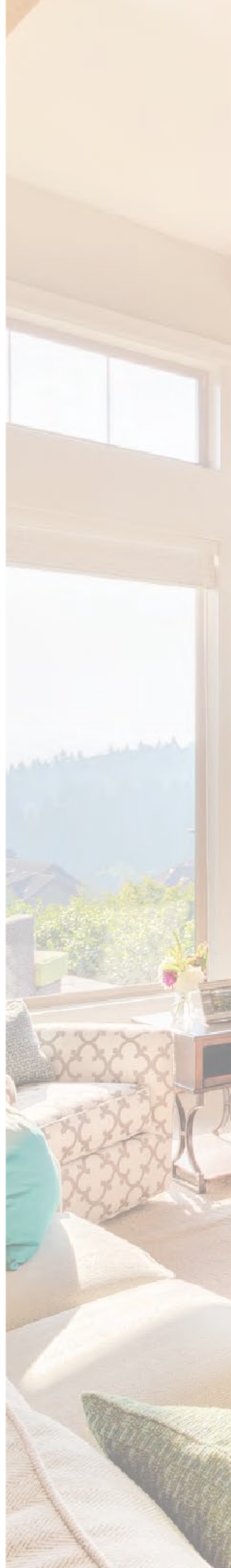


INTERO

LISTING PRESENTATION







MEET

Victoria Ovieda

Victoria Ovieda demonstrates an extraordinary dedication to the goals and objectives of her clients. Her passion and enthusiasm for the real estate industry are matched by a genuine concern for her clients' well-being. Her compassion and integrity distinguish her as a real estate professional who will exceed your expectations. Victoria strives every day to give her clients the best possible results, whether it is obtaining the best and highest offer on a traditional listing, purchasing a great property at a stellar price or negotiating a short sale.

Victoria is known for her organization, following up promptly, and being available to her clients. She has extensive experience working in the real estate legal field, which gives her a deep insight into the housing crisis—a benefit for both seller and buyer. Victoria will demonstrate negotiation skills that result in the best possible outcome for her clients. If you are looking for an exceptional Real Estate Professional, Victoria Ovieda is the one you want on your team.

Victoria is backed by Intero Real Estate Services, with over 70 offices in the San Francisco Bay Area and an International presence in London, Hong Kong, and Mexico. Intero has grown to #1 in Market Share in the past few years.

Victoria will ensure that your property receives maximum exposure on dozens of different local, national, and international websites.

INTERO



MEET VICTORIA'S TEAM



Markus Von Euw
Home Inspector

REDEFINING REAL ESTATE
ONE CLIENT AT A TIME

We are a team of passionate real estate experts who are dedicated to providing an amazing experience every step of the way. Whether you're buying, selling, or considering your next investment, we promise to deliver nothing short of excellent results!

**READY FOR YOUR NEXT
REAL ESTATE ADVENTURE?**

GIVE US A CALL!



Lucy Grezdo
Marketing Sales Representative



Elaine Luong
Staging & Design Specialist



Tony Garcia
Contractor



Richa Bakshi
Photo-Video-Drone Specialist

925-895-3079

vovieda@intero.com

vovihomes.com

DRE# 0175633

Production Portfolio

Closed Transactions



**1231 Ballena Blvd
Alameda, CA 94501**

2.5 Bath, 4 Bed
2,452 SQ FT
\$1,200,000



**1328 Oak Crest Way
Antioch, CA 94531**

3 Bath, 5 Bed
3,057 SQ FT
\$635,000



**1110 Brown St
Alameda CA 94502**

2.5 Bath, 3 Bed
1,706 SQ FT
\$925,000



**1143 Kottinger Drive
Pleasanton, CA 94566**

2 Bath, 4 Bed
2,407 SQ FT
\$1,220,000



**300 Market Place
Menlo Park, CA**

1 Bath, 2 Bed
780 SQ FT
\$1,175,000



**1133 Henderson Ave
Menlo Park CA**

3 Bath, 4 Bed
1,300 SQ FT
\$1,200,000

INTERO



Victoria Oviedo
Realtor

925-895-3079

vovieda@intero.com
vovihomes.com
DRE# 01756533



INTERO

WHAT OUR CLIENTS ARE SAYING

I worked with Victoria for close to a solid year to finalize my transaction. It was a painful process, but she was sensitive to that fact as it was met with many obstacles and "surprises" needless to say, it was handled efficiently and without lack of persistence to close this deal. Victoria has a great balance of integrity, yet fierce enough to pursue an end result. She was a great communicator with what to expect; timing of documents, and knowledge regarding what was happening and why. She was excellent with navigating the obstacles as they presented themselves. Although I have never gone through this kind of transaction before with my home, I do, however, have no doubt that others would have showed signs of giving up. Fortunately for me, she didn't and saw this difficult situation to the end with a great, positive outcome for everyone involved. Thank you, Victoria!

Ruthann Cambra

It has been a couple of years now since I have had the pleasure of Victoria in assisting me with the sale of my home in the East Bay, Victoria was wonderful to work with, extremely efficient in her job and knowledgeable with the sale/purchase of homes in the area. Hopefully, I will be in a position to buy a house soon and I would definitely call Victoria when this happens. Thanks!

Tam Ongjoco

I'm not going to tell anybody how great a job Victoria did for me when she sold my house. I think together we came up with solid plan to do some minor improvements and price the home just right to receive a solid offer to purchase. That was the easy part of the process for her and what came next impressed me she stood firm on the price she told me to list it for even after the reports came in saying I needed to fix a few more things in the house. The two things I think Victoria excelled at is a great plan and believing the price she set was absolutely right on and not taking a penny less which happened in my case. I know it can't always go as perfect as mine went but if you have a good plan it will always tip the balance of the scale in your favor. That's the great part about Victoria she's got a plan and it's all in the plan.

Mark B.

"Ms. Ovieda is a true professional and dedicated to helping her clients navigate even the most difficult real estate challenges. On a scale of 1 to 10, I rate her a 10+++ . She not only saved us a great deal of money, our transaction was the least stressful real estate transaction I have ever experienced. I've owned many properties over the course of 50+ years and she was absolutely the best!"

Loyd Koski

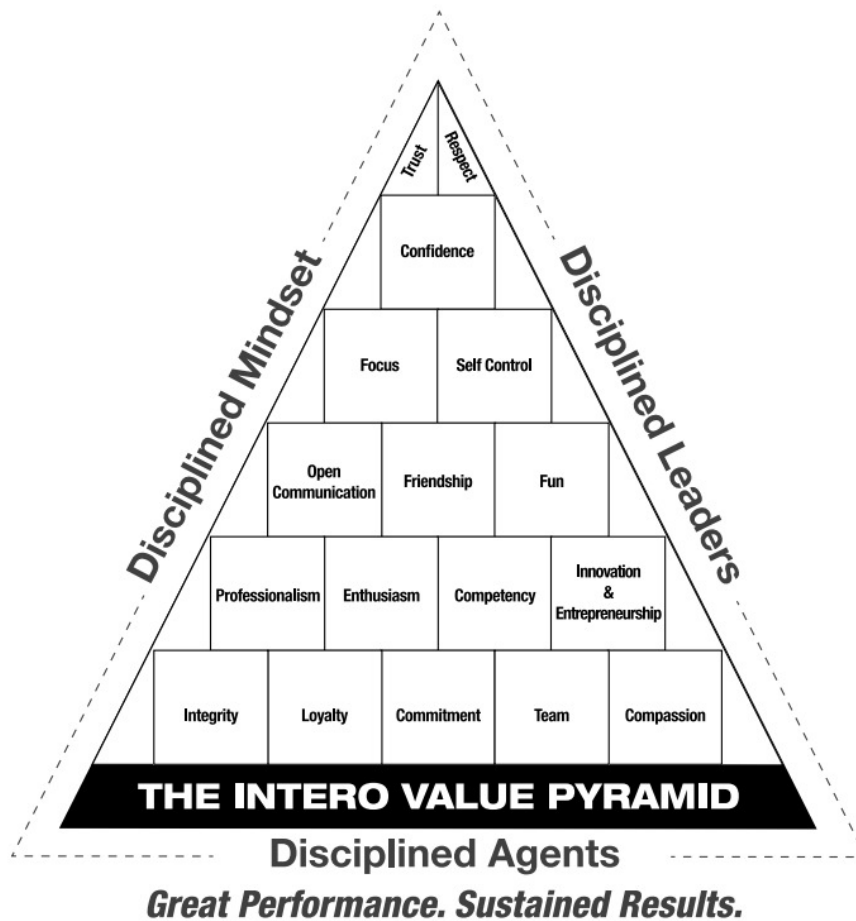
INTERO

Victoria Ovieda
REALTOR

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www.vovihomes.com
DRE# 01756533





VISION & VALUES

- Integrity
- Compassion
- Loyalty
- Commitment
- Team
- Professionalism
- Enthusiasm
- Competency

- Innovation & Entrepreneurship
- Open Communication
- Friendship
- Fun
- Focus
- Self-Control
- Confidence

**EVERY
MINUTE
COUNTS**



MARKETING STRATEGY





STAGING

Creating Great First Impressions.

We want your home to be on the market for as short a time as possible. For that to happen, it needs to look its best - so it will appeal to the broadest range of people.

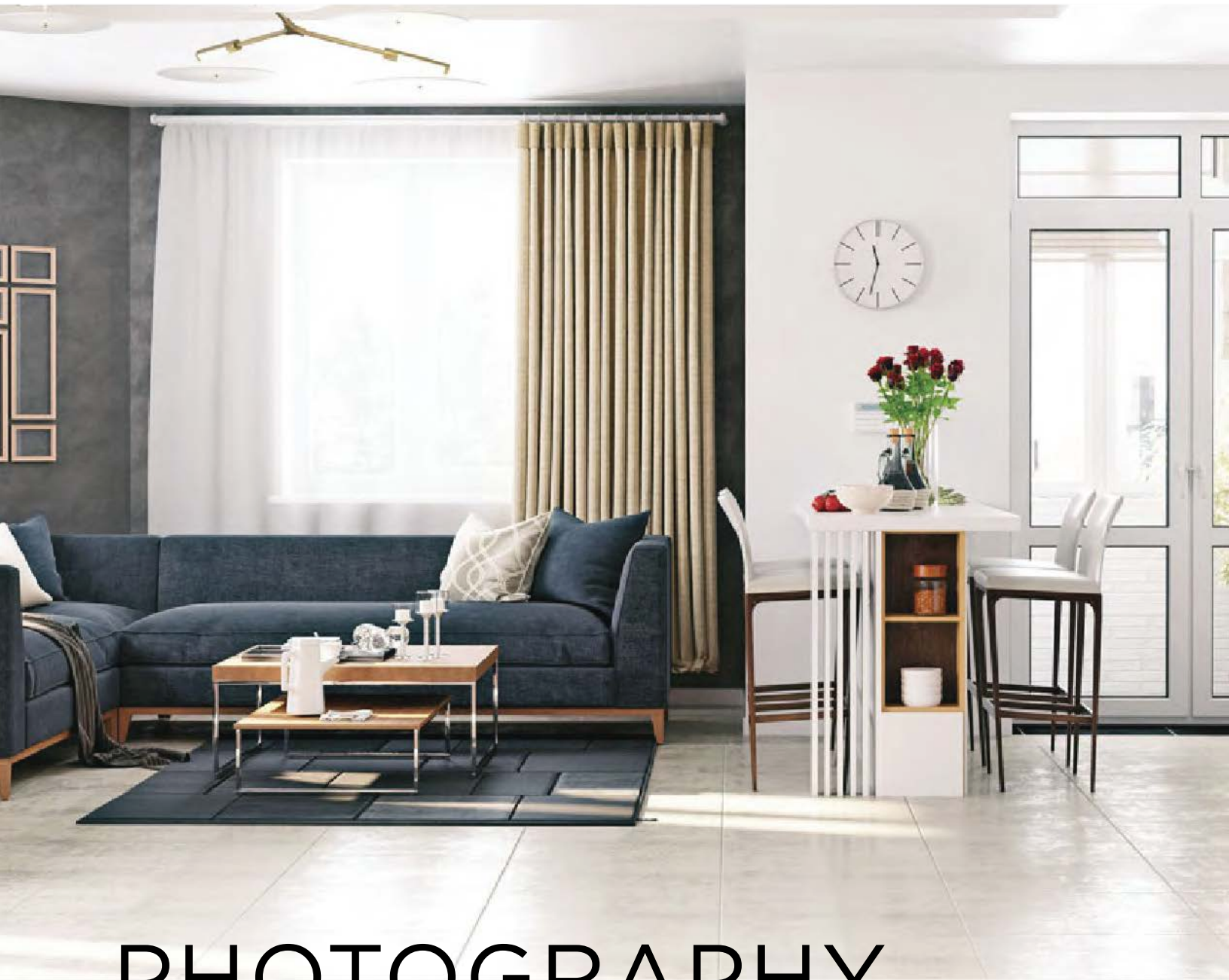
Practical Advice.

We can provide specific recommendations to help you highlight your home's important areas, decorative appeal, amenities, and focal points.

At the same time, we'll also suggest ways to establish clear traffic patterns that may help potential buyers get the most from their viewing.

For buyers it is easier to visualize the property as a future home (81%), buyers are more willing to walk through a home they viewed online (46%), will positively impact the value of the home if it is decorated to the buyer tastes (45%), and buyers are more willing to overlook other property faults (28%).





PHOTOGRAPHY

Professional photography is essential to showcasing the unique features of your home. More people will view your home online than will ever visit it personally so your homes photos need to come to life.

Giving them a vision of their life in your home increases the probability of an in-person showing. Together will will shoot:

- Professional Daylight Photos
- Possible Twilight Photography
- Create a Custom Property Website with the Photos
- Upload and Syndicate the Photos on All Online Listing Services

PRINT

Although we are in the digital age, print media is still an important aspect of getting the word out about your property. Strategically using local and national print advertising pushes more interested buyers to the online marketing we set up for you. It simplifies the buyer's search by providing the information right in front of them.

Property Brochure

Leave a lasting impression, Custom property brochures will be created for home tours and open houses.

Direct Mail

Customized direct mail pieces will be sent out over the lifetime of the listing to a geographically targeted list of affluent prospective buyers.

Local Market Print Advertising

Local weekly or monthly newspapers and magazines are still read by a majority of home buyers and sellers. Therefore, it is extremely important to be listed in these publications. Your home will be featured in one of the many local community newspapers.





5 North
 Anza Blvd.
 Covington, CA 95014



5 North
 Anza Blvd.
 Covington, CA 95014

DIGITAL

We're Easy To Find.

In 2013, 92% of consumers used the Internet during the home buying process and 42% first looked online for properties to purchase*. Intero markets your property to a worldwide audience at some of the top internet sites.



Aol Real Estate.



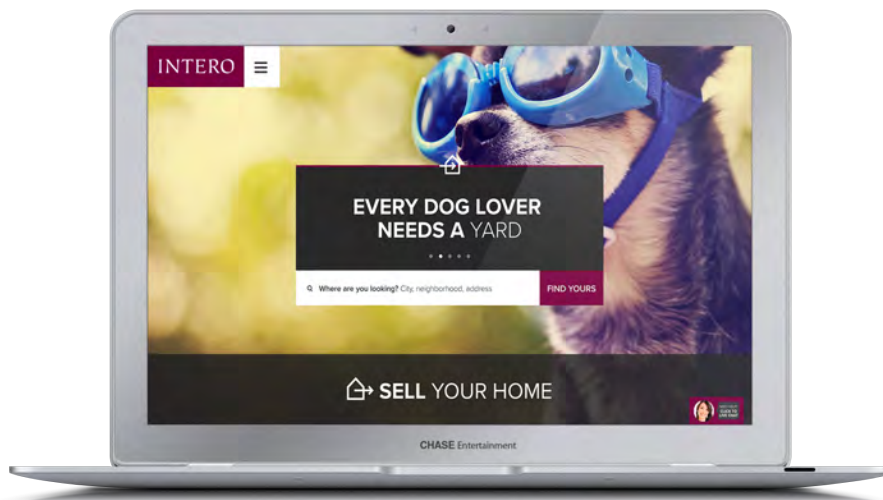
PropGoLuxury.com

YAHOO!
REAL ESTATE

PropGO



HGTV FRONTDOOR



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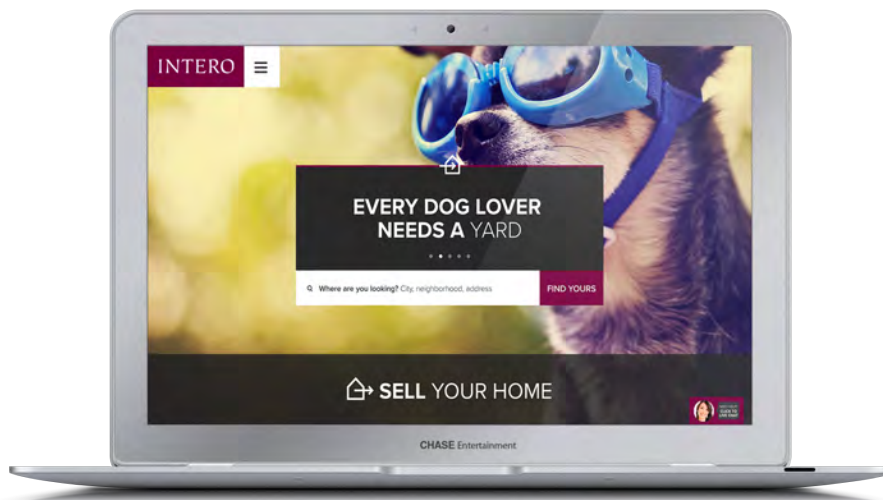
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PRICING STRATEGY

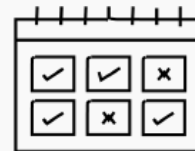
Our integrity, supported by widespread market knowledge and experience, will help you price your home as competitively as possible.



Market Dynamics:
Supply & Demand



Analysis of Active, Pending,
& Sold Transactions



Personal Timing &
Seasonal Considerations

THE SELLING PROCESS

INITIAL CONSULATION

Establish Time Frames

- Agency services
- Market conditions
- Determine market price
- Agency relationship

Open Escrow

- Coordinate opening of escrow with title agent
- Order preliminary title report

Home Reports / Inspections

- Natural hazard Disclosure
- Envirocheck
- Applicable inspections (home/pest/pool/etc.)

Disclosures

- Supplemental seller checklist
- Earthquake hazards report
- Insurance disclosure
- Statewide advisory



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THE SELLING PROCESS

Review Offers

- Review offers with seller
- Prepare counter offers
- Verify contingency periods
- Verify loan rates with lender

Marketing

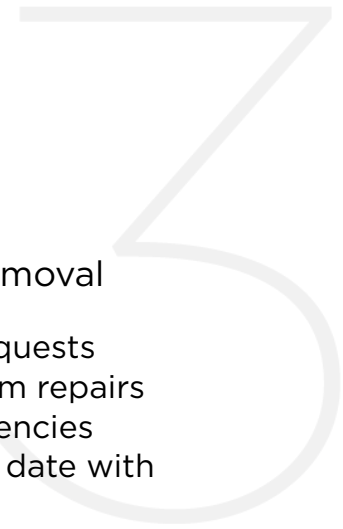
- Enter on MLS
- Send out office email notice
- Schedule open house
- Put property on broker tour
- Order property flyers
- Initiate internet marketing plan

Report / Disclosure Review

- Read and review all reports and disclosures to prepare for review with client
- Review reports and disclosures with client



THE SELLING PROCESS



Initial Escrow Period

- Submit contract to escrow officer
- Report pending sale to MLS
- Confirm that buyer has received all disclosures
- Place sale pending sign on property
- Record contingency dates
- Coordinate buyer inspections

Transaction Review

- Ensure all disclosures docs are signed properly
- Ensure buyer has received all pertinent document/reports
- Confirm loan approval conditions and document delivery timelines

Contingency Removal

- Review repair requests
- Negotiate/confirm repairs
- Remove contingencies
- Confirm move in date with buyer's agent
- Schedule final walkthrough
- Change MLS status to DNS

Record / Transfer Title & Close Escrow

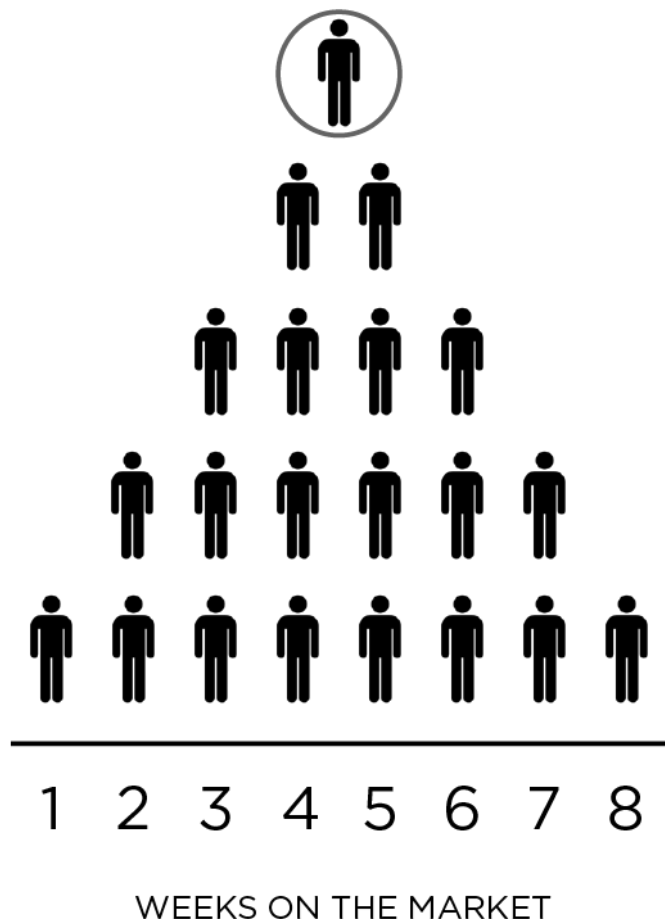
- Review docs with seller
- Confirm sign off date
- Key exchange
- Sign off
- Escrow closed



MAXIMIZE ACTIVITY & INTEREST

Interest in your home peaks when it first goes on the market. Pricing your property realistically from the beginning, can generate the greatest interest among buyers and brokers.

PEAK INTEREST



NEGOTIATING

We're on your side.

Intero is a company you can rely on and trust to remain totally focused on representing you and your best interests when it comes time to negotiate the sale of your home. Our agents are trained and coached by some of real estate's most well known negotiators.



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MORE ABOUT INTERO REAL ESTATE

A home is given an elevated level of exposure through its carefully crafted marketing portfolio set up to showcase your home to relevant markets locally, nationally and globally. Customized to the unique style of each property, Intero will expose your home through the most influential mediums reaching the greatest number of qualified buyers wherever they may be in the world.



PRESTIGIO LUXURY: LIVE EXTRAORDINARY

Why Prestigio International?

Intero Prestigio International is a luxury collection from Interio Real Estate Services of the finest and most exclusive homes. A Prestigio International home is given an elevated level of exposure through its carefully crafted marketing portfolio set up to showcase your home to relevant markets locally, nationally and globally. Customized to the unique style of each luxury property, Prestigio International will expose your home through the most influential mediums reaching the greatest number of qualified buyers wherever they may be in the world.

COMMUNITY INVOLVEMENT

The Intero Foundation's Grants

Since its inception in 2002, the Intero Foundation has collected over \$3.5 million in donations from Intero agents and employees, securely endowing nearly \$1,000,000 while giving over \$3 million in grants to nonprofit organizations that support children in need.

Supported organizations include:

A Brighter Today Foundation
Abilities United
Academic Success
AchieveKids
Advocates for Children
Alum Rock Counseling Center
All Stars Helping Kids
Art of Yoga Project
Assistance League of Los Gatos - Saratoga
Assistance League of San Jose
At The Crossroads
Barrett Elementary School
Barrett Home School & Community Club
BAWSI
Bay Area Alliance for Youth Family Services
Bay Area Crisis Nursery
Bay Area Women's Sports Initiative
Bill Wilson Center
Bill Wilson Center (SSJFY)
Breakthrough Silicon Valley
Breath California Camp Superstuff
Buena Vista Auxiliary
Buenas Vidas Youth Ranch
Burnett Elementary School
Burton Elementary School
Camp Hope
Camp Taylor
Carlmont Motivational Center
CASA of San Mateo
Chamberlain's Children Center
Chartwell School
Child Advocates of Silicon Valley, Inc.
Children's Hospital Branches
Community Partners For Youth Inc.
Community School of Arts
Community Solutions
Concord Youth Center
Cross Cultural Community Service Center
Cupertino Community Services
Dan Herbert Camp Hope
Diablo Valley Assistance League
Discovery Counseling Center
Discovery Counseling Center SCIP
Downs Syndrome Connection
Dream Power Horsemanship
Dream Power Foundation, Inc.
Estrella Family Services
Exchange Club of San Jose
Family Connections
Family Giving Tree
Family Supportive Housing
Franklin McKinley Education Foundation
Friends Together
Future Families
Future Vision Mentoring
Generations in Jazz
Good Karma Bikes
Good Karma Kids Program
Grateful Garments
Hellyer Elementary
HOPE Services
Hospice of the Valley
Housing Industry Foundation
Interfaith Council of Contra Costa County
Jacob's Heart
Jose Valdez Math Foundation
Junior Achievement of Northern California
JustREAD/JustMATH
JW House
Learning & Loving Center
Learning for Life
Let Them Hear Foundation
Lincoln High School Foundation
Living, Learning & Loving Center
Los Paseos Elementary School
Montalvo Arts Center
Montalvo Association
Morgan Hill Pop Warner Football
Mt. Madonna YMCA
Northwest YMCA
My New Red Shoes
NAMI Contra Costa
National Alliance of the Mentally Ill
Nature Bridge
Next Door Solutions
O'Neill Sea Odyssey
One Step Closer
Open Heart Kitchen
Organization of Special Needs Families
PACE
Pacific Autism Center for Education
Pajama Program
Partners for New Generations
Project Help
Peer Court
Quilt Museum
Race for Good
Ravenswood Family Health Center
Rape Trauma Center
Rape Trauma Services
Reach Potential Movement
Rebekah Childrens Services
Role Model Program
Rotary Club of San Jose North Foundation
Saint Francis Foundation
Samaritan House
San Francisco 49ers Academy
San Jose Education Foundation
Schmahl Science Workshop
Shelter Inc. of Contra Costa County
Silicon Valley Education Fund
Silvar-Charitable Foundation Trust
SJB Child Development Center
Small Steps
Social Advocates for Youth
Southwest YMCA
Spark Program
Special Olympics
St Rose Hospital Foundation
St. Joseph Family Center
Stand up for Kids
Starting Point Arts
Summer Search
Sunday Friends
Super Stars Literacy Program
Teen Force
The Salvation Army
The Wellness Community
The Wish Book
TheatreWorks
Turning Wheels for Kids
Upward Bound Youth
US Relief for Unicef
Via Rehabilitation Services
Voyager Child Development
Westwind Riding Institute
Willow Glen Foundation
Youth Community Services

BERKSHIRE & NETWORK

Proud to be part of Berkshire Hathaway,
Fortune Magazine's
4th Most Admired Company in the World!

We know, day in and day out, that we work for a
company with integrity. It always feels good when
other people recognize it, too!



OUR PROMISE

This is Your Moment.

Thank you for allowing me to be a part of your journey.

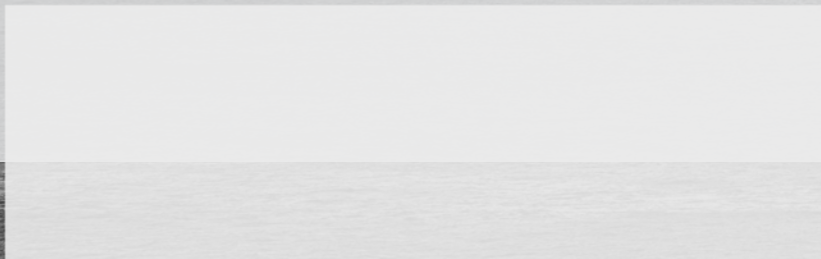
To return the favor, I intend to not only sell your home for top dollar, but exceed your expectations from consultation to closing and beyond.

After all, selling your home can feel overwhelming without the proper support, care and guidance from a devoted agent. That's why I am here to lead the way. In doing so, I am devoted to your goals and doing whatever it takes to ensure your amazing results.

For you, for your family and for your future...

I'll be with you every step of the way.

Sincerely,







CONTACT US

Victoria Ovieda

REALTOR

925.895.3079_M

DRE #01756533

