

# Paul E Stansen, APC

## Real Estate Specialist

HOW MAY I ASSIST YOU?



Paul Stansen, Attorney|Broker ( CA|CO )

## Competitive Advantage

« BROKER · REALTOR »  
« ATTORNEY »

We bring a depth of vision, specialization & action with:

- frequent, clear **communications**,
- superior **negotiation skills**,
- **legal / tax / practical advice**, &
- **informed** decision-making.

« Full Spectrum of Legal Services »  
« Traditional Sale Brokerage Services »

## Prop 19 | Capital Gains

How does PROP 19 apply to you?  
Long Term Ownership  
Tax on Cap Gains

We help clients make decisions about paying, deferring or eliminating tax on capital gains. We confidentially gathers, reviews, discusses & then implements sound real estate sales, estate planning, & tax strategies.

- The « Silver Tsunami »
- « DEFER or ELIMINATE »
- **SENIOR** Real Estate Specialist
- List, Market, Sell, Buy

## Your Competitive Advantage – I Am Personally Involved:

The ability to **make informed decisions** is vital to a positive outcome.

To this end,

- **I stay involved** with you in every step – **from start to finish**,
  - There is no one between you and me!
- **We regularly communicate** – candidly / openly / meaningfully / purposefully,
- **to help bring about your desired results.**

www.[STANSEN.com](http://www.STANSEN.com)

Attorney ▪ Broker-Realtor

I focus on real estate and business-related matters with a concentration in:

1. **Residential Brokerage** with focus on higher valued properties primarily located in Santa Barbara & Ventura Counties.
2. **Transactional Support** — contract drafting & negotiations relating to residential & commercial properties sales and leasing.
3. **Commercial Loan Brokerage** with a focus on medium-sized hotels – REFIs, purchases, sales representation.
4. **Foreclosure Matters** – distress and forced sales (residential & commercial properties)

In the end, I promote informed decision-making for all clients. I collaborate with other professionals (real estate brokers, attorneys, CPAs) to shape files for seller, buyer, lender negotiations and successful closings. The findings I make, and strategies I recommend, enable all participants to decide how best to improve their situation, from top to bottom, and maximize their role and influence over future events. With 30+ years' experience comes expertise that provides my clients with full service comprehensive representation.

OUR AIM IS ALWAYS TO HELP OTHERS MAKE INFORMED DECISIONS!

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