

Paul E Stansen, APC

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888-529-6632

Paul E Stansen APC

Independent Realtor-Broker | Attorney

Counties: Santa Barbara • Ventura • Los Angeles

Real Estate Specialist

HOW MAY I ASSIST YOU?



Paul Stansen, Attorney | Broker (CA | CO)

Financing • Brokerage

« Hotel • Commercial Loans »

« FLYER: Hotel / Commercial Loans »

One Stop Representation Brokerage & Financing

Competitive Advantage

- My **vision, specialization & action**,
- frequent, clear **communications**,
- superior **negotiation skills**, &
- **legal / tax / practical advice**.

Prop 19 • Capital Gains

Prop-19 Eligibility? • Tax on Cap Gains?

« FLYER: Prop-19 / Tax on Cap Gains »

We gather key data, assess, & implement sound real estate sales & tax strategies.

Santa Barbara

- List, Market, Sell — Replace
- **Collaborating w/LAURA DRAMMER**
- An Aging America – Challenges
- The « Silver Tsunami »

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**.

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

- **High Valued Properties in Residential Brokerage** primarily located in Santa Barbara • collaborating with LauraDrammer.com
- **Transactional Support** — contract drafting and negotiations relating to residential & commercial properties sales and leasing.
- **Commercial Brokerage** with a focus on medium to larger sized **HOTELS** in California and Colorado.
- **Commercial Loan Financing** with a focus on refinances and purchase money loans.
- **Foreclosure Matters** – representing owners in financial distress and forced sales (residential & commercial properties).

I promote informed decision-making for all clients based on facts, the law, and practical common sense. 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, the strategies I recommend, and how / when these are employed, enable all participants to decide how best to improve their situation, from top to bottom, and maximize their role and influence over future events. I bring to bear 30+ years' specialization in business / law / real estate / tax that vests my clients with the confidence and peace of mind to know we are collaboratively acting in the best interest of a positive results.

OUR AIM IS ALWAYS TO HELP OTHERS MAKE INFORMED DECISIONS!

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