



JASON SANDS

An Orange County native who graduated from Dana Hills High School and was a member of the surf team, Jason Sands knows SoCal. And with a name like Sands, it is fitting that he grew

up to become a real estate professional who helps people find their piece of beachfront paradise in one of South County's sought-after coastal communities.

DELIVERING SERVICE WITH DISTINCTION

Written by H. K. Wilson

Always an entrepreneur, Jason purchased his first home at only 18 years old. "It was a HUD home in Lake Forest," he recalls. "The mortgage was only \$400. I eventually sold it for a profit and went on to buy and flip subsequent properties."

Jason became a licensed Realtor® in 2005, alongside his work as a brand ambassador for Porsche Newport Beach. A car enthusiast himself, Jason loves working around these precision machines. "If someone buys a house from me, I can give them a ride in a Bugatti," he says. "It has 1,500 horsepower and is a once in a lifetime experience!"

Accustomed to working with elite clientele, Jason is adept at meeting the highest expectations for service and professionalism. "I believe in giving the same attention to anyone, regardless of the price of a home. I present them with as many options as I can so they can make an informed decision when buying or selling."

Jason's reliability and negotiation skills set him apart from others in the industry. "A lot of salespeople make initial contact and then never follow up or do what they say they will. I make a lot of personal contact with clients, whether through text, email or phone calls, whichever is most comfortable for them. In a purchase transaction, my favorite part of the deal is the negotiation. I keep my client informed and realistic as far as what can be done, setting expectations initially. I also build camaraderie with the other agent. By treating everyone in a transaction with respect, I can help my client get the best deal."

Jason's lifelong relationships and business connections bring value to his clients during any real estate transaction. "When I'm selling a home, a lot of times I have people from my own network lined up ready to see it. This is a benefit that comes from the longterm relationships I build with people. I make it a point to check in with them every once in a while and let them know what's currently available on the market. I keep a list of what people are looking for so I can keep them informed when something has opened up."

With his extensive experience buying and rehabbing properties, Jason can advise buyers about what is possible, helping them see past what a property is today and reimagine it as something greater. "I love the architecture of homes and seeing different projects come to life. I can look at the bones and see what a property could be. Some people just look at price, but I can look at the market data and identify what could potentially be a profitable purchase. Some of my clients have made quite a lot of money on a house they weren't initially interested in. I also have a number of contractors and vendors I work with, and I can give my client work samples and prices so they know ahead of time exactly what a project will entail."

Jason is a certified Microsoft engineer, and he uses his technology background to leverage digital media platforms, giving his listings maximum marketing exposure. "Technology has changed the real estate industry a lot, and buyers are so much more savvy than they used to be. I focus on using social media and YouTube videos to make my clients' homes stand out from the rest."

With his combination of local knowledge, business savvy and persistence, Jason is delivering service with distinction. "Owning a home is a fulfilling experience in life. For me, helping people through that process is the greatest reward."

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