

JOHNSON & ASSOC.
FOCUS. SKILLS. ACTION. RESULTS.



Why We Work By Referral...

We want you to know how much we appreciate you. We strive to build positive business relationships by working exclusively with people we admire and respect, who value the service we provide.

Relationships are more important than transactions.

You may have noticed that many real estate agents take a transactional approach to sales—identifying clients, closing the deal, and then moving on to the next one. We choose not to work that way because we believe you deserve more from the professional you decide to work with. That's why we work by referral.

Since our primary source of new business is referrals from people who know and trust us, we don't have to spend time prospecting and promoting ourselves. We can dedicate ourselves fully to the activities that benefit you most and always deliver truly exceptional service.

Working by referral is all about trust.

And let's face it, when we're seeking a service, we look for someone we can trust—someone proven, who comes highly recommended and is already on our side.

You control our business.

We know that we must earn your future referrals, so we aim to exceed your expectations. We have a vested interest in making sure that you are completely satisfied at the end of our transaction together. We want you to be so "fired-up" that you can't wait to tell your friends and family about us and the fantastic service you received!

When you come across an opportunity, we'd appreciate you referring us to great people like yourself, who would benefit from the excellent service and personal attention we provide.

Service that continues after the sale.

We devote ourselves to serving the needs of our clients before, during and after each sale. Instead of disappearing after the closing, you can expect us to keep in touch. We will send you valuable information each month, and will also call from time to time just to check in and see if you need anything.

California Home Sale Activity by City

Reporting resale single family residences and condos as well as new homes.

Home Sales Recorded in July 2015

*% change is from the same month of the previous year

County/City/Area	# Sold	Median \$ July 2015	Median \$ July 2014	% Change Yr-to-Yr
San Joaquin County	979	\$284,750	\$255,000	11.7%
ESCALON	18	\$330,000	\$277,500	18.9%
LATHROP	49	\$337,750	\$308,000	9.7%
LOCKEFORD	6	\$328,750	\$322,500	1.9%
LODI	103	\$264,750	\$251,500	5.3%
MANTECA	147	\$333,250	\$309,250	7.8%
RIPON	30	\$362,500	\$359,000	1.0%
STOCKTON	415	\$200,000	\$177,500	12.7%
TRACY	200	\$406,250	\$370,000	9.8%
WOODBIDGE	4	\$475,000	\$247,500	91.9%

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