

## Elevator Pitch

My name is SongAn, a local real estate investors in San Diego area. If you know someone need to sell their houses, no matter the house conditions, please let me know. I can offer a pleasant price within 24 hours, and will close the whole transaction very fast. We pay \$1,000 referral fee if we end up buying what you referred to us.

My phone number is \*\*\*\*, feel free to contact me any time.

您好，我的名字叫 SongAn，是一名地产投资人。如果您自己或者身边有人想卖房子，不管房屋状况如何，请联系我。

我可以在 24 小时内给出一个令人满意的价格，并会以最快的速度完成交易。

在交易成功后，我们将付给您 1,000 美元的酬金。

我的联系电话是 xxxx。请随时与我联系。谢谢！

## transfer tax/excise tax

the California Documentary Transfer Tax Act imposes a relatively low tax at the rate of \$1.10 per \$1,000 of value (exclusive of liens existing at the time of transfer).

In San Diego County, there is both a transfer tax charged by the city as well as the county. This tax is based upon the sales price of the home and both the city and county charge \$0.55 per \$1,000 in value.