



# GIMME SHELTER

## Getting Started for Buyers

### 1. Get Together

Our process begins with a one-on-one consultation that includes an extremely detailed needs and style analysis. Together, we carefully consider every possible variable in advance, including but not limited to aspects of your financing plan, must haves, dream list, tastes, interests, special requirements, schools, transit requirements, pets, hobbies, future dreams, schemes, and ambitions.

Need room for a recording studio? Boxing gym? Smoke house? Home office? Machine shop? Dog run? A yard for the kids? A place to put some kids, eventually? Rental income? A place for the in-laws to be comfortable? But not too comfortable? Hate Craftsman? Love Eichler? Fixer or turn key? And much more.

And what's your preferred communication style? Love data or do you just know it when you see it? Text only? Email? Phone? In person? Long-form cursive? By taking the time to thoughtfully answer these questions in advance together, we can save you months of hunting.

### 2. Get Smart

Next we provide you with a comprehensive overview of the entire process, including aspects of the purchase agreement that are poorly understood even by most realtors. Although this may sound like dry material, in practice we believe you'll find it reassuring and even entertaining to understand the purchase agreement, timelines and process. In our many years of experience, we've found that certain questions arise again and again, and we'll make sure you feel confident and clear about your rights, obligations and protections as a buyer. By now you'll start to feel like this is actually going to work.

### 3. Get In There

Once we know exactly what's important to you and you're clear on the home buying process, then the fun begins. This is where Gimme Shelter prides itself on going above and beyond for clients. When you've hired us, expect much more than you'd get from the average agent.

- We only work with a small number of clients at a time to ensure the best service and most personal touch
- We scour the market daily and weekly, previewing listings on your behalf
- We use our connections and long-standing relationships in the community to contact best agents for their "coming soon" listings, getting you early notice.
- We use a proven series of marketing letters to find off-market and unlisted homes
- We research bank owned, foreclosed homes and notices of defaults
- We door-knock communities you like to find you a home (super old school!)
- We *only* show you properties that match what you want
- We negotiate aggressively on your behalf
- We work closely with your lender and our network of affiliates to make sure that every aspect of the purchase and close is well choreographed for smooth sailing (nice mixed metaphor, yo...)