

Your Home **SOLD**
for the highest price.

NO EXCEPTIONS. NO EXCUSES.



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ADAM GILLESPIE

A native of Denver, Adam Gillespie is much more than your everyday neighborhood realtor. His path to the real estate industry has taken many twists and turns. From owning his own home remodel business to jamming lead guitar in the legendary two-time winner of KBPI's Best Band in Denver Contest, No 1 Left Standing, Adam brings extensive knowledge and a rockstar's energy to your home buying experience.

A devoted family man with 2 young children, Adam knows the importance of convenience and finding the right home for your family. He is committed to his clients' satisfaction and is known for his candor as well as his no-nonsense approach. Rated in the top 25% of agents on Homesnap and a member of 'Best of Zillow', Adam is an expert in the Denver Metro market and is dedicated to finding that perfect gem for you. An articulate businessman, a conscientious professional and rock and roll persona is what you will find on the other end of the line when you give Adam a call. No matter your need, no stage is too grand for "The Lumberjack" and no negotiation is beyond his range. If you're looking for a unique and honest guide to every aspect of your next home purchase, look no further.

Adam continues to build his business as a Top Agent, and his team has been designed to help homeowners maximize their equity when selling their home. With his emphasis on marketing, leadership, and commitment to client service, Adam believes his team has only just begun. His goal is to provide the very best options to consumers who are thinking of selling their home by focusing on three things;

- selling the home for the highest price
- ensuring clients walk away with the most money in their pocket
- providing an experience that is superior to anyone else



Adam Gillespie

RESUME

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I SELL 97% OF HOMES LISTED

ON AVERAGE I SELL HOMES LISTED IN 22 DAYS

ON AVERAGE I GET 98% OF ASKING PRICE

**OVER 80% OF MY CLOSED SALES COME FROM
REFERRALS**

TOP 2% OF REALTORS IN THE US
HomeSnap

EXCELLENCE IN CLIENT SERVICE 2020-2021-2022
HomeSnap

TOP REALTOR
James Crocker Team

BEST OF ZILLOW 2019 – 2020 - 2021
Zillow

**Member of South Metro Denver Realtors
Association**

Professional Real Estate Consultant

Real Estate Negotiation Expert

Social Media and Internet Marketing Expert

MY COMMITMENTS TO YOU

- 1. I will always provide you with expert advice and consulting so that you're able to make the best decision for yourself and your family.**
- 2. I will always be 100% forthcoming about the price of your home, its condition and what it will take to get it sold.**
- 3. I will always give you the truth regardless of the situation.**
- 4. I will always do what is right for your best interest.**
- 5. I will fight to ensure you get the most for your home in the right amount of time.**
- 6. I will always use the most effective strategies to market your home.**
- 7. I will always communicate with you pro-actively.**
- 8. I will always return your phone calls, e-mails, and text messages with urgency.**
- 9. I will pro-actively spend every day aggressively searching for qualified buyers for your home.**
- 10. I will never lock you down to a long-term contract.**

MISSION STATEMENT

It is my mission to provide an experience that is so positive that you'll feel the trust, comfort, and confidence in securing a real estate agent for life. I believe that working hard at something you love to do, with people you trust, is one of the greatest experiences in life. As a result, I provide some of the most professional, loyal, and dedicated service in the industry. The best interest of my clients will always come first as I am dedicated to the development of long-term relationships, and earning the referrals of the people my clients care most about.

MARKETING PLAN OF ACTION

COMPLETE THE PRE-LISTING HOME FEATURE SHEET TOGETHER ALONG WITH THE LISTING PAPERWORK AND SELLER DISCLOSURES



INSTALL LOCK BOX WITH EXTRA KEYS



ORDER 'FOR SALE' YARD SIGN



CREATE A FULL MLS LISTING AND GIVE YOU FULL ACCESS TO REVIEW BEFORE LISTING IS LIVE ON THE MARKET



CREATE & DEVELOP YOUR OWN PROPERTY WEBSITE



CREATE PROPERTY FLYERS



COORDINATE PROFESSIONAL PHOTO SHOOT



PREMIUM LISTING ADVERTISING ON ZILLOW, TRULIA, AND REALTOR.COM



SYNDICATE YOUR LISTING TO ALL MAJOR REAL ESTATE WEBSITES INCLUDING ZILLOW, TRULIA, REALTOR.COM & THOUSANDS MORE



CONDUCT A FULL ANALYSIS OF THE AGENTS WHO MAY BE WORKING WITH BUYERS THAT ARE INTERESTED IN HOMES LIKE YOURS



IDENTIFY AND CONTACT TOP LOCAL AGENTS IN THE AREA TO PROMOTE YOUR PROPERTY



MAKE CALLS AROUND THE LOCAL AREA TO FIND QUALIFIED BUYERS



SEND OUT 'JUST LISTED' POSTCARDS TO THE NEIGHBORHOOD



TARGET FACEBOOK BUYER DATABASE & FULL SOCIAL MEDIA & INTERNET MARKETING CAMPAIGN



SEND OUT 'JUST LISTED' CAMPAIGN TO MY ENTIRE SOCIAL MEDIA AND DATABASE



SET UP SHOWING TIME TO PROVIDE SELLER WITH REAL TIME BUYER AND AGENT FEEDBACK



PRE-QUALIFY ALL BUYERS BEFORE PRIVATE SHOWINGS



CONDUCT MEGA OPEN HOUSE EVENT UPON SELLER'S REQUEST



CREATE PROPERTY 'THANK YOU' CARDS FOR EVERY BUYER AND AGENT WHO SHOWS YOUR HOME



WEEKLY UPDATES TO TALK ABOUT ALL THAT IS GOING ON WITH YOUR LISTING AND THE SCALE OF YOUR HOME



PHOTOGRAPHY

In today's market, the first showing takes place online. The better photos you have online, the more buyer interest you'll have. If an agent takes their own photos with their phone or their camera and doesn't have a professional photographer, that should throw up a red flag immediately.



POOR EXAMPLES vs OUR EXAMPLES



**STUDIES SHOW HOMES WITH
PROFESSIONAL PHOTOGRAPHS
SELL 32% FASTER
& FOR MORE MONEY**

THE LISTING PROCESS



ORDER
YARD SIGN

03

04

SCHEDULE AND
COORDINATE
PHOTOGRAPHER



INSTALL
LOCKBOX WITH
SPARE KEY

02

05

CREATE THE MLS
LISTING AND
REVIEW IT WITH
YOU BEFORE WE
HIT THE MARKET

SIGN THE LISTING
AGREEMENT AND
COMPLETE SELLER
HOMEWORK

01

06

GO LIVE!



REVIEW THE FINAL
NUMBERS BEFORE
CLOSING

13

14

BUYERS
FINAL WALK
THROUGH

07

COORDINATE
AND PRE-
QUALIFY ALL
SHOWINGS

12

COORDINATE
AND SCHEDULE
CLOSING

15

CLOSING!

08

UPDATE YOU
EVERY WEEK
WITH FEEDBACK
FROM BUYERS
AGENTS



11

COORDINATE
WITH THE TITLE
COMPANY, LENDER,
INSPECTOR AND
APPRAISER

10

OFFER
CONSULTATION
AND NEGOTIATE
ALL OFFERS

09

PRE-QUALIFY
ALL BUYER
OFFERS BEFORE
PRESENTING AN
OFFER TO YOU



MY NO RISK LISTING PROGRAM



EASY EXIT AGREEMENT

Unlike most other agents, I don't lock you down to any long-term listing contracts. I believe that I need to earn your business every day that I am working for you. If there's ever a time where you're not happy with the service in which I provide, just let me know and we can shake hands as friends and go our separate ways.



SMART SELLER PROGRAM

For a lot of people, they would still like the option of selling their own home and saving money or realtor commissions if they can. I believe they should be able to do that very thing even while listed with me. My Smart Seller Program allows you to market your own home to your friends, family and co-workers. If you find the buyer, you'll pay 3% to have me process the entire transaction for both you and the buyer. I believe this is a win-win scenario for you.

FLEXIBLE COMMISSION PROGRAM

3%

YOU FIND THE BUYER & I HANDLE THE ENTIRE TRANSACTION

5%

IF I FIND THE BUYER

6%

IF ANOTHER AGENT BRINGS THE BUYER

PAST CLIENT TESTIMONIALS

★★★★★

J. Williams

The best realtor you can ever ask for!!!! Really takes care of your family!!! He is hard working and always communicates every step. Thank you so much Adam!!!

★★★★★

Z. Schmalz

Working with Adam has been an absolute pleasure. He has been pleasant and professional to work with. The most important part has been that he is very informative without pushing. Informing me of things to look for, look out for, and what is a good value.

My wife and I both work in STEM fields and appreciated the level of detailed information he could provide us. That detail allowed us to build out actual data to analyze what was a good deal for us. Yes, we are that level of nerdy to try to build a spreadsheet to buy a house. But, I can say that I truly recommend him and have already recommended him to others.

★★★★★

D. Frasca

Adam Gillespie is a world class realtor. His attention to detail coupled with his vast knowledge of the field is unmatched. Adam has become our friend over the years. He helped us buy our first home, sell it a few years later, and buy again. Not only was he there every step of way but truly cared about us through each pivotal part of the process. We knew that whenever we needed him he was available. There was never a question he couldn't get the answer to and he was always straight forward in response. We loved his aggressive, and confident yet calm demeanor and will always turn to him with future realty endeavors.

★★★★★

I. Nay

The experience of working with Adam to buy our first home was impeccable. I would absolutely recommend him to anybody. He prioritizes your needs and really ensures that you get the home that you're looking for.

★★★★★

R. Harris

My wife and I were very happy with our overall experience. Adam was very informative and knowledgeable about real estate. He was attentive and answered all of our questions. Once our home was on the market, it was under contract within two days! We were very impressed and the entire experience was first class! Thank you Adam!