



A Residential Redevelopment Company

# Real Estate Agent Partnership Guide

# Who Are We?

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**House Market Solutions, LLC** is a professional, full service real estate solutions firm that buys and sells properties throughout the greater San Diego, CA area. We specialize in buying distressed homes at a significant discount, and renovate and resell them to retail home buyers and landlords. Founded in 2015 by Robert and Valerie Garrow, House Market Solutions, LLC is excited to be part of the area's renaissance and we aspire to continue contributing to the economic rejuvenation of San Diego and its neighborhoods.

Since its inception, House Market Solutions has passionately pursued the goal to help hundreds of people in our community find an answer to their real estate needs. Through continuing education, we've developed a solid foundation of real estate knowledge, with the integrity to follow up on promises and make successful deals happen.

## *Facts About House Market Solutions*

- Leading full service real estate solutions company in San Diego, CA specialized in buying and selling distressed property
- Focused on providing win-win solutions for clients and value for investors by locating and renovating distressed properties
- Our goal is to provide the absolute highest level of service to our clients

## OUR MISSION

When a passion for real estate is combined with talented individuals who have an uncompromising drive to succeed, amazing things will happen. At House Market Solutions, it's our goal to not only have a positive effect on ourselves and our families - but also to inspire, motivate and create lasting change in everyone we encounter. We will treat our clients and team members with respect at all times. Our motto is and will always be, "Where there's a will, there's a way - and failure is merely lack of effort." Our company will dedicate itself to everlasting education and professional growth that will make the leaders of tomorrow.

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# Who Are We?

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*Robert Garrow, Manager*

*Valeria Garrow, Manager*

## THE STORY OF HOUSE MARKET SOLUTIONS, LLC

Robert and Valeria met in Burlington, VT in 2006. After several years of marriage and starting a family in the Northeast, they made the decision to move farther South to achieve a better quality of life. They moved to San Diego in 2015 while continuing to grow their family as it was quite certain that they both would at some point, "make their mark".

For years, Bob and Val dreamed of creating their own real estate business, but didn't know how it would work. They just knew they had to start somewhere; so they joined the team from FortuneBuilders as Mastery students, and decided to make their dream a reality.

With a goal to work together in real estate doing what they love, Bob and Val desired to share their passion of real estate with others. As they began to develop the company and carve their niche in the big world of real estate, they quickly realized that there was a distinct need for certain real estate services they originally did not foresee. So they decided to create a set of companies - where in collaboration with one another, they would offer a package of real estate services under one large umbrella, known as "House Market Solutions, LLC".



# Company Credentials

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## PROOF OF FUNDS

We primarily use professional rehab lenders to close quickly on all our homes, with funding commitments in as fast as 48 hours. We purchase properties as-is, and can close in as little as 10 days if needed. Unlike other companies, we do have the funding lined up to purchase properties in even shorter timeframes if the opportunity is right.



October 1, 2017

Re: Proof of Funds

To Whom it May Concern:

This letter serves as a proof of funds for House Market Solutions, LLC in the amount of \$1,000,000 for the purchase of real estate investment properties throughout the greater San Diego, CA area. This money has been approved and the commitment is effective through May 30, 2018.

Grand Coast Capital Group is national direct private lender. For more information about our company and our lending platform, please visit our website at [www.grandcoastcapital.com](http://www.grandcoastcapital.com) or contact me directly using the information below.

Best regards,

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# Company Credentials

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## BBB ACCREDITED

House Market Solutions, LLC is proud to be a member of the Better Business Bureau and has been an upstanding member of the greater San Diego area for years.



**Better Business Bureau**  
Serving San Diego, Orange & Imperial Counties

**Start With Trust<sup>®</sup>**

**House Market Solutions LLC**  
**Accredited Since 2017**

By affirmative vote of the Board of Directors, this organization has demonstrated that it meets the BBB Standards for Accreditation and further commits to uphold the mission, services and standards of ethical business practices espoused by BBB Accreditation.

Authorized By:  
*Sheryl Reichert*  
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President/CEO



# Company Credentials

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## OUR EDUCATION & TRAINING

As always, having the correct knowledge is essential in order to carry out any mission. We have invested a great deal of time, energy and capital into our real estate education to make sure we not only protect ourselves, but also provide you with the peace of mind knowing that we are a legitimate company with sound knowledge and experience.

We've been mentored by the nations' premiere Real Estate Investment Company, CT Homes, LLC, located on Grand Avenue in San Diego, also featured on the hit A&E TV show "Flip This House". Our real estate investing mentorship involved a comprehensive 2 year curriculum, covering all the ins and outs of creative real estate investing. Beyond the principles of sound investing, we were also thoroughly trained on how to build a successful business based on systems and predictability.



Having been involved in thousands of real estate transactions, our personal investing coaches have created the necessary systems and tools to allow us to strategically invest in real estate; and grow and expand our business. These tools are readily available for us to leverage when analyzing our real estate deals.

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# Benefits of Working With Us

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## HOUSE MARKET SOLUTIONS VS. TRADITIONAL BUYER

Here are a few benefits your sellers have when working with us to sell their home:

- ✓ **FAST-AS-CASH BUYERS**
- ✓ **QUICK CLOSE**
- ✓ **WE BUY HOUSES AS-IS**
- ✓ **NO APPRAISAL**
- ✓ **NO LENDING RESTRICTIONS**
- ✓ **WE'LL WAIT ON SHORT SALE APPROVALS**



As an agent, you can take advantage of many unique opportunities when it comes to working with investors. Many agents view working with investors as a waste of time – however, we know you have a business to run and can't afford to waste your time with investors who aren't serious. At House Market Solutions, we pride ourselves on having a systemized buying process; which eliminates the need to waste your time on tedious tasks. You can rest assure that we are serious buyers who close with cash and very quickly.

We believe that good investors are those who place high value on the knowledge and expertise of good agents. In turn, we hope to share our knowledge with you and help to provide you with a lucrative and consistent stream of income. So if you can shift your thinking and learn how to leverage working together with investors, you'll realize there are many potential benefits – creating win-win situations for everyone.

### How Do We Compare To A Traditional Buyer?

	Traditional Buyer	House Market Solutions
Method of Payment	Bank Financing	Professional Rehab Lenders
Cost of Repairs	1-8% of Homes Value	None (Bought AS-IS)
Closing Timeframe	45+ Days	10-14 Days
Amount of Business For You	Typically only one purchase	Repeat Buyers (2-10 deals per yr)
Repairs Needed	Repairs, no matter how big or small are important to owner occupants – often times, making it difficult to find a house quickly & make the sale	We look for homes that are not perfect and need improvements
Appraisal	Mandatory	None
Re-Listing the Home	Years down the road	2-5 Months on Average

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# Benefits of Working With Us

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## GAIN REPEAT BUSINESS

One of the main benefits of working with an investor is the potential for repeat business throughout the course of a year. By working consistently with a successful investor who actively buys and sells properties, you can predict a steady revenue stream based on their level of activity. Although it varies, most real estate agents typically close between 2 to 10 deals per year with investors. A good agent will be able to leverage those deals into even more deals, just by working with the buyers who purchase investment properties.

## OPPORTUNITY TO MAKE BOTH SIDES OF COMMISSION

By acting as a dual agent in a transaction, representing both the buyer and seller, you can earn both sides of the commission. For example, let's say that you as a licensed agent have an REO property listed. Our goal is for the agents we work with to be excited to work with us which is why we're happy for you if you received both sides of the commission. That merely means you were great at your job!

*Representing Both Sides Of A Transaction Allows  
You To Make Double Commission!*

## BECOME A DISTRESSED PROPERTY SPECIALIST

There are a large number of properties in the marketplace needing renovations – anything from cosmetic repairs to full-gut rehabs. Often times, you as the agent are the first contact for sellers behind on payments, who need to sell quickly, or don't have equity in their home. These are exactly the types of opportunities we are looking for. If you or someone in your office have these types of listings, we may be able to quickly purchase the homes in just a week or two. After a few successful transactions, you can utilize that success to gain more exposure in your market and build your credibility as a distressed property specialist – ultimately, increasing your income opportunity.

### *What's In It For You?*

- Opportunity to make double commission
  - Consistent business (we buy 10-20 properties a year)
  - Obtain referral leads
  - Access to property inventory before listed
  - Opportunity to host open houses
  - Short sale referrals
  - Ease of transactions – we use electronic signatures
  - Become a distressed property specialist in your area
  - Enhance your profile as an agent in your community
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# Benefits of Working With Us

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## ACCESS TO PROPERTY INVENTORY BEFORE LISTED

A successful and active investor will constantly have an inventory of completely renovated properties; and **YOU may have access to that inventory BEFORE that property is listed on the MLS.** This creates a great opportunity for buyers – especially a first-time homebuyer, as they would have the chance to purchase a newly renovated and fairly priced property. In some cases, your buyers can also have the benefit of giving input on certain features of their home and choosing custom finishes BEFORE renovations are fully complete. By providing this option to your buyer, it completely differentiates you from other agents – therefore, directly impacting your bottom-line!

## OPPORTUNITY TO HOST OPEN HOUSES

Newly renovated vacant properties generate a lot of interest from potential buyers – like a neighbor or anyone else looking for properties priced aggressively and in pristine condition. By acting as a seller's agent, this creates a great opportunity to host open houses for these properties; allowing you to meet many new potential buyers that you can add to your database, and possibly cultivate as buyer clients of your own.

## SHORT SALE REFERRALS

Successful investors are excellent marketers and generate a lot of leads – many of which are short sales. In most cases, investors aren't too interested in working with sellers whose properties are over-leveraged and in short sale situations. The short sale process can be lengthy, so many investors prefer to refer those leads to a specialist rather than work with the sellers themselves. This creates a huge opportunity for you to become a "short sale specialist" – by listing these properties and getting the commission when they sell. As a short sale specialist, you also have the opportunity of working with multiple investors, which provides you with more of an revenue stream ten fold!



## PASSIVE INCOME OPPORTUNITIES

At House Market Solutions, we pride ourselves on having a strong foundation of real estate knowledge and training. Our core business lies within our systems, education and knowledge of the real estate industry. We did not just buy a CD off the Internet and become a real estate investor overnight. We have spent thousands of dollars and hours to learn how to be successful in this business and do it the right way the first time.

If you should decide to take interest in becoming more involved directly with real estate investing, there are a few unique opportunities that can create an **additional income stream for you** – and you can take a hands off approach by earning even more while our team does all of the work! Let us know if you're interested in a possible lending opportunity providing double-digit returns, and we can discuss it in great detail.

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# Many Ways To Work With Us

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## BECOME A PART OF OUR TEAM!

In working with us, there are several benefits and different ways you can generate revenue:

- ✓ **Represent Us As Our Buyer's Agent**  
*We Are CASH Investors & Buy 10-20 Properties A Year*
- ✓ **Represent Us As Our Listing Agent**  
*Re-List Our Fully Renovated Vacant Properties In Your Area*
- ✓ **Be Our Referral Agent**  
*Tap Into Our List of Buyer, Seller & Short Sale Leads*
- ✓ **Generate Buyers Via Open Houses**  
*Market our "Pocket" Listings*

Although many of our offers will be typically lower than retail clients, we serve as a great benefit for hard-to-sell properties or those requiring the bank or seller to move quickly. We are also a good fit if you have listings that have difficulty qualifying for traditional financing based on the current condition of the property. We are not the perfect fit for everyone; but for the seller with the right motivation, these features are a necessity.



### ***How Much Additional Time Will It Take Working With An Investor?***

As an agent working with an investor, you can increase your profit; but not necessarily increase the amount of work you need to do to close each deal. Your goal should be to:

- Spend no more than a few hours per day finding and making offers on our behalf
  - Automate most of the work –utilizing our documents such as repair sheets and deal analyzer
  - Specialize in a very specific, relatively small, geographic area – therefore, not spending your time driving all over looking at houses
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# *Frequently Asked Questions*

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## **WILL I BE REQUIRED TO SPEND A LOT OF TIME DRIVING AROUND SHOWING YOU PROPERTIES TO BUY?**

No, not at all! We already know what we're looking for, and our criteria typically stay the same. While we may need you to let us inside a property once in a while, we wouldn't ask you to spend your time on wild goose chases.

## **IS IT WORTH MY TIME TO WORK WITH AN INVESTOR?**

Yes! You can automate most of the process so you're not wasting your time on working on tedious tasks. By working with an investor, you create a very lucrative source of income as well. In a partnership with us, you can earn multiple commissions by representing us as both the buyers and sellers agents.

## **WHAT KINDS OF OFFERS DO INVESTORS USUALLY MAKE?**

We work with a large network of professional rehab lenders who confirm funding on our accepted offers typically with 48 hours. Some of our offers do get rejected; but, unlike traditional clients who may buy or sell a home once every five years, we make multiple transactions annually.

## **HOW CAN I WORK WITH HOUSE MARKET SOLUTIONS?**

You have the opportunity to become what we call a "triple agent." When working with House Market Solutions, you can act as the buyers agent, the listing agent and the referral agent. In other words, you may be able to earn triple commission on a single deal. Secondly, we will actively send you leads on listings and give you the right to generate more leads by marketing our homes once the renovations are complete. We can also will send buyers to you.

## **WHAT TYPES OF PROPERTIES DO YOU PURCHASE FROM SELLERS?**

We purchase homes in pre-foreclosure, over-leveraged, condemned, liens or health department violations, not maintained, fire damaged, estate sales, stagnant listings, even about to fall down homes - we can buy it!

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A Residential Redevelopment Company

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