





# To say that we're customer-obsessed would be an understatement.

You came looking for a game changer? Well, you found one. Buying or selling a home is a complex, sophisticated and often deeply personal endeavor. As our client, you deserve the full service and attention that only a collaborative team of experts can consistently provide.

Our track record, insatiable work ethic, dynamic approach to marketing and significant experience are why clients like having us by their side. We promise to deliver straightforward and constant communication, collaboration, and have a clear focus on always doing the right thing. By staying true to our core values, we have earned the trust, commitment, and repeat business of our clients.

We work tirelessly to ensure a smooth, skilled and stress-free transaction for you. From the moment you contact us, you will be greeted with market knowledge, enthusiasm and polished professionalism.

# OUR TEAM

Between the two of us,  
we've got you covered.



## HARRIS

**Laura has blazed her own trail in real estate; combining creative marketing strategies with an eye for design and presentation to best showcase your property. Laura is the one who will stop at nothing to understand your vision and goals. She is passionate about meeting people, building community, and helping our clients find their place at the lake.**

Laura grew up in Seattle and has loved vacationing in Chelan since she was little. She graduated from the University of Washington where she studied Art & Design and spent the next several years working for a real estate development company and volunteering on the boards of several arts organizations including ArtsFund, PONCHO, and the Henry Art Gallery.

Laura and her family moved to Chelan full-time in 2014 when she joined the team at The Lookout at Lake Chelan, guiding real estate sales, events and marketing. In 2015, she became the Director of Real Estate Sales; amassing over 100 home sales making her one of the top producers in Chelan County.



## GASPER

**John is your guy for all things business and execution. With his extensive experience in operations, marketing, valuation, contract negotiations, financing and deal structure; he will make sure all your bases are covered. He will create and execute the strategic plan to sell your home or help find your dream home.**

John and his family moved to Chelan in 2005 when they repatriated back to the US from Tokyo. While in Japan, John was Director of Asset Management with Goldman Sachs overseeing their Asian golf/hospitality investment platform. While at Goldman, John's asset management team acquired nearly \$1.5 billion in golf, hotel and real estate assets.

Prior to joining Windermere, John was the General Manager at the Lookout at Lake Chelan where he oversaw all development, sales and resort activities. John also founded Abbey Street Capital, a privately held real estate investment company headquartered in Santa Barbara. John grew up in Ohio and earned a Bachelor's and Master's degree from Ohio State University where he is still an avid supporter and fan.



## Integrity.

We eat, sleep, and breathe transparency. We treat your personal information with the utmost care and privacy, communicating with you directly and honestly and making sure we remain utterly worthy of your trust from start to finish.

## Experience.

With our extensive market knowledge, unmatched devotion to our clients and deep desire to understand you on a personal level, your time with us will be like nothing you've ever experienced before.

## Commitment.

With our all-hands-on-deck approach, we're ready to go the extra mile for you. We are literally waiting by the phone to answer your call/text/email and will get back to you lightning fast with top-notch communication. You're our top priority.

# OUR PEOPLE

We love our clients,  
and they love us back!



## “WE ARE TRULY THANKFUL”

“Not only was this real estate team professional, timely, and easy to communicate with, but they played with our three little ones while we looked through a house multiple times the first day the property hit the market. Every step of the way they were in touch with us and negotiated well and respectfully with the seller. The attention to detail hasn’t stopped since closing on our house, and they even showed up recently with a gift basket full of presents for the kids, dog, and parents. We are truly thankful, and would highly recommend John and Laura for any real estate transactions! They were great to work with.”

**SCOTT + STEPHANIE GRANGER**



## “AN HONEST, EFFICIENT AND FRIENDLY EXPERIENCE”

“John and his partner Laura both hopped on all time sensitive tasks with inspiring energy, organization and efficiency. They helped us through Buyer and Seller negotiations with full transparency, disclosure and helpful guidance at every turn. John also set our organization up for future success in such transactions and he and Laura even became donors to our cause! We feel truly fortunate to have worked with them and recommend them to anyone wanting an honest, efficient, and friendly experience!”

**RACHAEL GOLDIE + TIM HOLLINGSWORTH  
+ THE CHELAN VALLEY HOUSING TRUST**



## “A NEW FAMILY FRIEND”

“John took time to help my family learn about the greater Chelan area by dedicating a Saturday to drive us around to ensure we were well informed and prepared to make the best real estate decision when the time came. Once under contract, John checked in often and jumped in to keep the process moving towards close. Definitely a realtor with integrity and a new family friend.”

**KEN + NICOLE SEXSMITH**

# OUR PEOPLE

We love our clients,  
and they love us back!



## “A DREAM COME TRUE”

“We’ve worked with Laura and John on two real estate transactions in Chelan (buying then selling) over the past four years, and we couldn’t speak more highly of them both professionally and personally. This last project we closed on a few months ago went even better than our already high expectations, especially given how short our desired timeline was so we could purchase our dream home in Hawaii. They were able to stage, get professional photos and list our home within several days of our initial conversation and quickly brought us two strong, over-list offers. We credit their in-depth knowledge of the local market and their ability to communicate the unique value of a property for this remarkably quick turnaround. The closing process was smooth and they went above and beyond there too, helping us manage last-minute requirements on the ground in Chelan. We’re grateful to Laura and John for their part in helping us make our island home dreams come true!”

**NEEL + JOHANNA DESAI**



## “SUPER KNOWLEDGEABLE ABOUT THE AREA”

“Laura helped my wife and I both buy and sell a home in Chelan. She and John are super knowledgeable about the area, the comps, and were really fun to work with. We could not recommend them enough!”

**LUKE + MICHELLE LARSON**



## “THEY WERE FANTASTIC”

“We could not have asked for better partners than John and Laura as we pursued our dream to own a home in Chelan. Negotiating from afar can be stressful, but John was responsive, communicative and always upbeat. Their expertise in real estate and of the Chelan area was invaluable. They were always on top of everything and represented us well with the Seller’s agent. We would absolutely work with them again.”

**SILAS + TRISHA MARSHALL**

# STORY TIME

Who doesn't love a story  
with a happy ending?



①

## 404 Porcupine Ln.

This stunning home at The Lookout was modeled after one of the original farm houses occupied by the orchardists that lived on the property over 70 years ago. The home has been thoughtfully finished with vintage/recycled wood beams, area antiques, and framed historic photographs of the Chelan Valley.

# STORY TIME

Who doesn't love a story  
with a happy ending?



②

## 32 Eagles Nest Rd.

Our Seattle based Lake Chelan Windermere Office Owner recommended the homeowners contact us due to our professionalism, dynamic marketing, and network of clients. We went all out with marketing, photography, and videography to highlight their home and draw Seattle Buyers. We also took the time to get to the know the Sellers and their goals as well as fully understand their unique, custom, and meticulously maintained luxury home. We also had the pleasure of spending time with their terrific dog Mauley, named after one of their favorite airplane models as the Sellers were both passionate about aviation.

③

## 255 Porcupine Ln.

With a clear vision of their wish list for a home at Lake Chelan, we helped our clients secure this modern lake home and assisted in the successful resale of their original Lookout home before securing an epic view homesite across the street that wasn't yet on the market. We then helped connect them with a spectacular architect and a high quality local builder to ensure their home was finished before the summer season.

## STORY TIME

Who doesn't love a story  
with a happy ending?



4

## 266 Jackrabbit Ln.

With their eye on a specific homesite, we were able to structure an offer to secure the property before it hit the market for our clients. We then assisted in subdividing the oversized lot and sold the other half for profit. The clients made their dreams come true with a custom home and money in their pockets.

5

## 298 Bobcat Ln.

Our clients wanted to build a custom home for their family with classic architecture, great outdoor space, and a classic wrap-around porch with views of the lake. We were able to support them through the design process as well as provide resources for customizing their interior finishes to bring their vision to life. When they outgrew this home a few years later, we helped them with the resale of this home and the purchase of a new stunning homesite with unsurpassed views of Lake Chelan.

# SELLING YOUR HOME

We know you have options to choose from when deciding on who to work with to sell your home. It often comes down to several factors: who can sell the fastest, at the highest price and with the least amount of hassle. We provide unparalleled presentation and marketing of your home, a database of over 20,000 potential buyers, tenacious negotiation and proven results to close your transaction with efficiency. We also protect you from the legal risks associated with real estate transactions.



## We want to get to know you.

First, we have an in-person meeting to tour your home, learn about you and understand your goals. **We ask a lot of questions and do a lot of listening.**

### LET'S TALK PRICING

Precision pricing is critical as buyer activity is highest during the first few weeks a property is on the market. John has significant valuation experience having worked for Goldman Sachs earlier in his career. Through expert implementation of our Comparative Marketing Analysis software, we can quickly and effectively work with you to set the right price your home.

### PREPARING YOUR HOME

The next step is capturing your home through visuals. We partner with the best photographers and videographers. Laura will stage your home and direct the shoots so your home translates perfectly to potential buyers. Armed with photos and videos, we then compile a customized suite of marketing materials to best showcase your home.

### DIGITAL MARKETING

We will customize a unique marketing package to maximize exposure and interest in your home. In addition to traditional methods, our approach includes targeted digital advertising, email marketing, content marketing and personalized 1-to-1 outreach to our extensive database of potential buyers. We tell a story about your listing through the series of thoughtfully-designed emails to build excitement and enthusiasm for your home.

### FOLLOW UP MATTERS

We don't stop with an email. We will personally reach out to Buyers who have shown interest in your home. We respond fast and turn engagement into offers within days of being on the market.

### CONTRACT + CLOSING

We are tenacious negotiators, always keeping our client's best interest front and center. John will ensure that the closing process will be stress-free with frequent and effective communication; you'll know what to do and when to do it

# FINDING YOUR HOME

In today's highly competitive real estate market, a buyer must have an agent with quick execution, an acute sense of value, a high level of negotiation skills and an outstanding track record of securing the ideal home. That's us. We pride ourselves in understanding our client's goals and making things happen. Our team approach means our clients have both of us working on your behalf.



## We want to understand you.

We'll meet in-person to understand your vision and goals for buying a home.  
**We ask a lot of questions and do a lot of listening.**

### LET'S TALK FINANCES

We want to understand your budget and financing needs. We have local resources as well as long-standing relationships with a range of regional lender options. We recommend getting pre-approved for a mortgage loan so we know that piece of the process is ready to go once we find your perfect property as in this competitive market, this commitment makes for a strong offer.

### WE NEVER STOP

We are constantly monitoring the listing outlets and communicating with our constituent agents about new homes on the market so we can let our clients know very quickly of homes that meet their criteria. This is critical in a fast-moving market as many homes go under contract within days of being on the market.

### CLOSING + BEYOND

We are your personal negotiation team, always keeping your needs at the top of our priority list. John will ensure that the closing process will be stress-free with frequent and effective communication and will be right there with you every step of the way. We'll also support you well after the close to make sure you get settled and have all the resources you need.

### THE RIGHT PRICING + NEGOTIATION STRATEGY

We know the market well. Before writing an offer, we will provide valuation guidance to affirm that the Seller's pricing is in line with the current market conditions. We have significant negotiating experience and will guide you through this process to ensure you get the right terms; taking into account that there are a number of factors to consider besides the price. This is where we really make a difference in looking out for your best interests.



## Meet our partner, Windermere.

In 1972, John Jacobi set out to change the real estate industry by putting relationships before sales quotas, with an emphasis on service to our clients and our community. Over 45 years later, this mission has helped grow Windermere into one of the largest independent real estate companies in the nation, with more than 300 offices and 6,000 agents throughout the Western U.S. and Mexico. While the real estate industry has changed substantially over the years, our core values of relationships, community, collaboration, and professionalism have remained central to how we do business, and will continue to do so for years to come.

**EXCEPTIONAL SERVICE**

**UNSURPASSED INTEGRITY**

**A STRICT CODE OF ETHICS**

**LOCALLY OWNED +  
OPERATED OFFICES**

**NEIGHBORHOOD KNOWLEDGE**

**MARKET EXPERTISE**

**PREMIUM TOOLS + SERVICES**

**GIVING BACK TO OUR COMMUNITIES**



## We love Chelan. A lot.

Lake Chelan is an exciting and growing community with a vast range of real estate; from resort-like neighborhoods, waterfront estates, rural acreage, or commercial development properties.

There is a sense of calmness as you enter the valley, you're on 'lake time' after-all. The community is inviting, people take the time to get to know one another, and you are never far from green, open spaces and fresh air. Chelan has four very distinct seasons and over 300 days of sunshine throughout the year.

Lake Chelan is a great place to retire, raise a family, run a business, and be part of a tightly knit community. Tourism, agriculture and wineries bring in over 2 million visitors a year. Lake Chelan is recognized for its world-famous apples, our lively wine scene, and our 50.5 miles of crystal clear, glacier-fed lake.



# Let's get the ball rolling.

We're already crazy about you, so what's left besides getting started?  
**Call for a FREE market analysis**, no strings attached, and we'll be that much closer to helping you reach your goals.

## LAURA HARRIS

Mobile: (206) 499-7734

Email: [laura@hgchelan.com](mailto:laura@hgchelan.com)

## JOHN GASPER

Mobile: (509) 630-1955

Email: [john@hgchelan.com](mailto:john@hgchelan.com)

## SOCIAL BUTTERFLIES

Website: [hgchelan.com](http://hgchelan.com)

Instagram: [@hg\\_chelan](https://www.instagram.com/hg_chelan)

Facebook: [/hgchelan](https://www.facebook.com/hgchelan)

Zillow: [zillow.com/profile/HG-Chelan](https://www.zillow.com/profile/HG-Chelan)