

ALLEN L. BAKER

Quality Introduction
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I hearken back to my move from Northern Arizona, to the Phoenix Metropolitan Area. The Year was 1992 and I had just relocated to the Valley Of The Sun. I didn't know anyone and was starting over. One of my first objectives was to buy a home.

I had meant with a Realtor and described my situation. I am a pragmatic engineer type so my criteria were not ambiguous. I had done my research and wanted to live in Tempe because I liked the location. I specifically wanted a house that faces north or south, on a quiet **non-main street**, two cars attached garage, 3-bed room, with a large kitchen. I also wanted to be in the SRP electric grid. Lastly **I had a target purchase price and estimated payment that I could afford**, which I made clear.

The Realtor called me to meet at a property and I agreed. I drove down a **busy main street** to find a house that was priced **\$20,000 over my limit**. I was very, very disappointed, I couldn't believe that someone would waste my time, not listen, and aggravate me with this obvious disregard for my requirements. I dropped him as a Realtor.

Shortly after that I meant Kim at a open house and struck up a conversation. I gave her the exact same criteria and we parted company. About two weeks passed and I got a call about "the house the fits all the criteria" We meant at the property and I signed the papers the same day. I was so relieved having found someone who actually listened and followed through. To tell the truth, I was flabbergasted. My respect for her only grew as went through the process of mortgage, Title Company, appraisal, inspections and closing. She was there every step of the way.

Since 1992, I have purchased two additional homes using Kim as my Realtor. I wouldn't even think about going anywhere else. I have recommended her to my friends and acquaintances. She has also helped them through the process.

If you want to buy or sell, I would strongly recommend you talk to Kim.

Allen Baker

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