

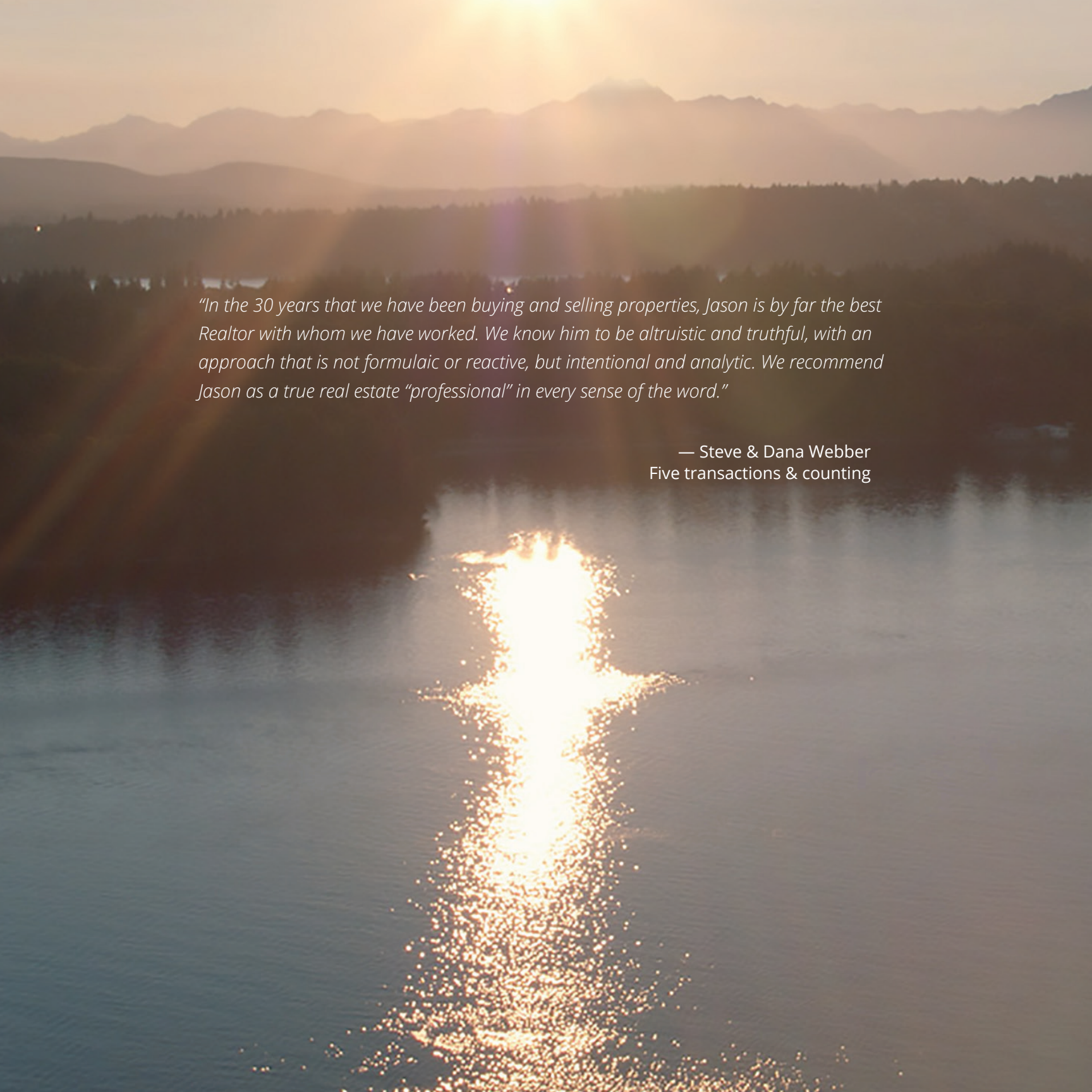
# JASON SHUTT

Empowering home buyers to make  
informed and strategic real estate decisions.



**JASON SHUTT**  
TURNING THE ART OF REAL ESTATE INTO A SCIENCE





*"In the 30 years that we have been buying and selling properties, Jason is by far the best Realtor with whom we have worked. We know him to be altruistic and truthful, with an approach that is not formulaic or reactive, but intentional and analytic. We recommend Jason as a true real estate "professional" in every sense of the word."*

— Steve & Dana Webber  
Six transactions & counting



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*In 2015, I helped a gentleman win a house against four higher offers. Most residential transactions are very emotional for people, and motivations can be just as important as price. I always ask the listing agent to tell me about the seller's motivation when I prepare an offer. In this case, I learned that the vacant (and nearly unbuildable) lot next door was also owned by the seller, and a package deal would be attractive because she bought the lot to preserve it from development. My client's offer included that he be granted a right of first refusal on the vacant lot as part of the conveyance of the home. Stunned, the listing agent called me to say the seller was leaving \$50,000 on the table to work with us.*

*As many Islanders know, I started my professional life as a teacher; I was "Mr. Shutt", as I taught 7th grade science at Woodward Middle School for about a decade. Ironically, when I felt called to make a career transition, the very traits that helped establish my reputation in the classroom led to my success as a Realtor. I am a patient, careful listener, I'm poised under pressure, and I know above all else the power of data analysis, thoughtful research, and thorough preparation. Both middle school teaching and the real estate field present opportunities to solve problems, and I enjoy finding the solutions.*

*I will move mountains to earn your trust over time. I vow to listen to your needs and provide the insight necessary for you to make strategic decisions. I will do everything I can to reduce your stress and protect your best interests, and above all else, will work to ensure your purchase is one of the best decisions you ever make.*

Sincerely,

A handwritten signature in black ink, appearing to read "J. Shutt". The signature is stylized with a large, looped "J" and a long, horizontal stroke extending to the right.



# WHAT TO EXPECT.

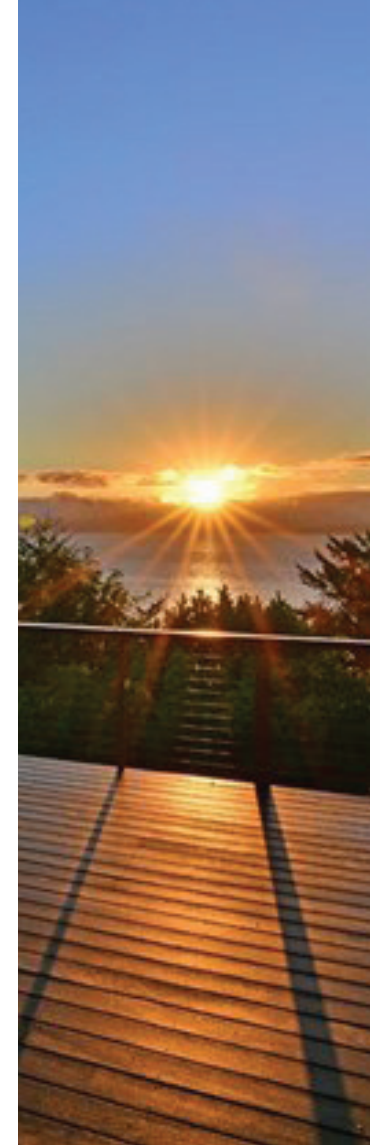
Whether you're ready to buy now, or just starting the process, I'll make sure you get you the information you need, when you need it.

**Refining your criteria:** Once we've discussed your needs and wants, we'll go through the last year's sales so you can get a greater sense of what the market has seen recently. That will help us both figure out what kind of fit we're looking for.

**Listing emails:** We'll set up an auto-search directly with the MLS, so you'll know about every new listing that fits your criteria within seconds of it hitting the market. The Zillows of the world are never 100% accurate; working directly with the MLS can make an important difference in a competitive market.

**Up to date intel:** I make sure to step foot in every house that fits your criteria within a day or two of it being listed, faster if necessary. And I'll send photos, short videos, or do a video call if you live out of town and need a recommendation on whether to travel to see the property. I have two clients that are living in their dream homes because they had enough information to jump on a plane with confidence.

*"I can't believe how Jason removed all the stress from my transaction. He was truly interested in getting to know me and what I wanted and needed. And even though I had some bumps slow me down, he remained a patient problem-solver and never disappeared. I could not be happier!"*



— Trish Rantos, Ellingsen Rd.

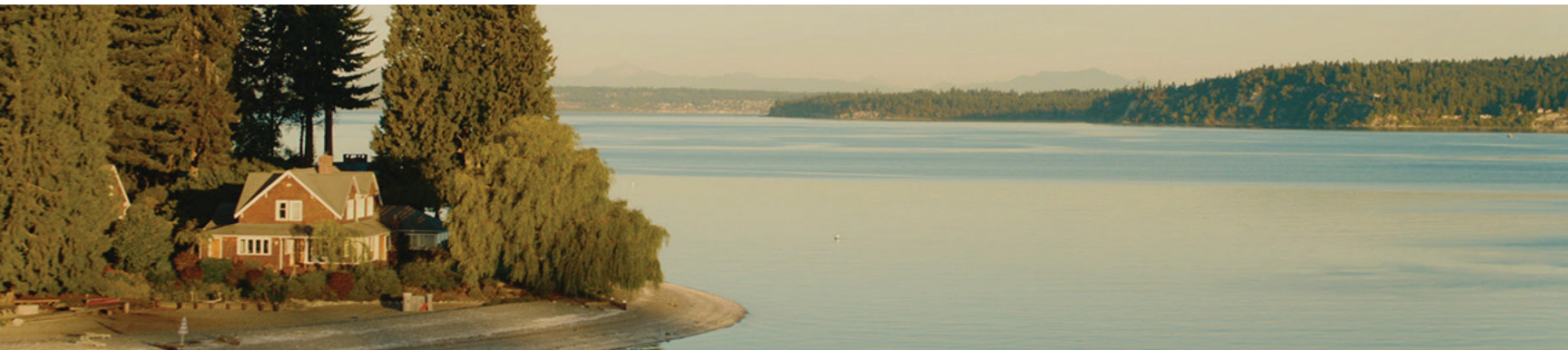
# YOUR NEEDS, WANTS AND NON-NEGOTIABLES.

The most important part of establishing a relationship with a real estate agent is making sure they understand your needs and dreams. Let's sit down and talk about what your perfect island lifestyle looks like, so I can help you live that vision on Bainbridge Island. Of course, it should go without saying that everything you tell me in confidence is strictly confidential not just during, but indefinitely after, the transaction has closed.

## **Think about:**

### **Your perfect home...**

- What do you need? How many bedrooms, baths, square feet are you looking for?
- What would you love to have, whether you need it or not? Always wanted french doors from your kitchen to an entertaining deck? Now is the time to tell me.
- What are your non-negotiables? If you simply must have good light (or a horse barn or she-shed) let me know.



### **What is your perfect neighborhood?**

- Do you want close-by neighbors, or would you like more space?
- What about kids? Would you prefer a neighborhood with a lot of nearby families, or the opposite?
- Do you like living in town, or would you prefer a rural feel?

### **What is your ideal lot type?**

- Size: are you looking for a smaller lot, or acreage?
- What amount of privacy do you need?
- Pacific Northwest woodland, or open sunny skies?
- Do you want room for animals, and barns/outbuildings?
- Views and waterfront: a must-have, or negotiable?

### **What are your other motivations as far as location?**

- Close to the ferry/easier Seattle commute
- Near great schools
- Proximity to parks and golf courses
- Near to amenities such as restaurants and bus lines

*"Jason was referred to us by friends, and we liked that he was not pushy or self-promoting. He took the time to get to know us and to inform and educate us about the recent history of the market. Jason worked really hard to follow through, clearly communicate, and make our buying experience as stress-free as possible. I think he also worked hard for the sellers to make it a good experience for them as well. In the frenetic Puget Sound area real estate buyers market, he still took his time to counsel and keep us all in check throughout the process"*

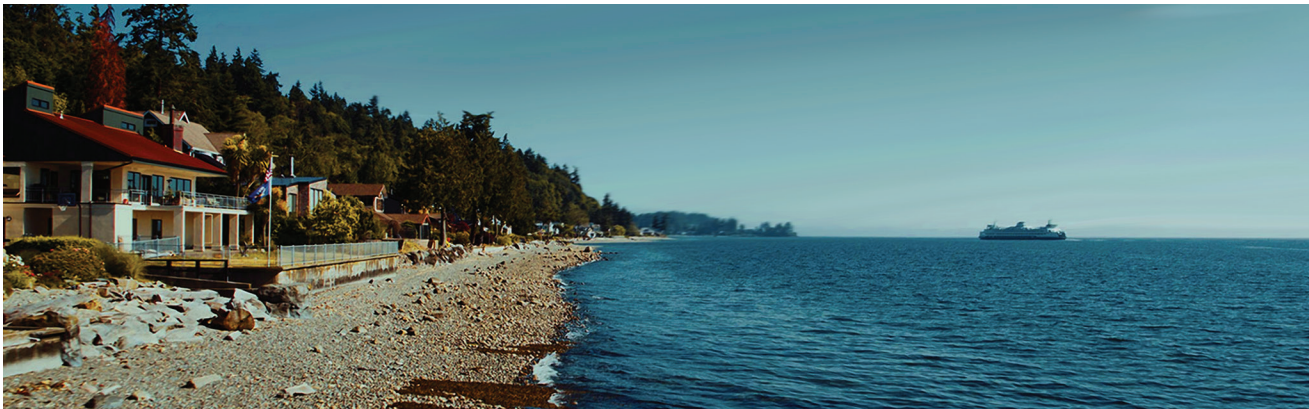
—Bridget & Jeremy Yates, Daniel Court

# MAKING YOUR WAY THROUGH ESCROW.

The most important thing I can give you during the buying process—especially during due diligence period—is information. This is particularly important for Bainbridge Island, as there are a lot of new things to learn when buying property here. Don't worry, though, I have a network of vendors that can help us assess anything we come across, and I'm happy to help you terminate a contract in the rare case that you find something that you want to walk away from.

**Sewer and Septic Systems:** We have several areas with sewer systems, but on most of the island, homes are served by private septic systems which are overseen by the Kitsap County Health Department.

**Public Water and Wells:** Again, while a large part of the island is served by the city or county water systems, there are also small water communities (made up of half a dozen to dozens of homes), as well as many homes on private wells.





**Geological setting:** Bainbridge has its fair share of what the building code refers to as Critical Areas: steep slopes and wetlands. Dirt here is complicated due to the way volcanoes, earthquakes, and glaciers formed the island over tens of millions of years. Having a trained geologist for a Realtor isn't a bad thing.

**Home Types:** From turn-of-the-century farm houses to modern new construction, we have it all here. Materials and building code have changed dramatically in the last century. My favorite home inspector is the president of the state inspector's association and literally wrote the book on his trade (*The Confident House Hunter*). Dylan will ensure you know the good, bad, and ugly about the condition of the home you're interested in.

**Architects, Contractors and Permitting Specialists:** It's very possible you're going to want to make some changes in any home you buy. I have an extensive network of vendors that I can get on site to help you talk through the vision you have for a home.

**Road Noise and Living Dark:** These are just as important as they sound. No pun intended. Don't know what "living dark" means? Don't worry, I'll show you.

*"Jason eagerly made sure we had all the relevant facts to be honestly educated about the buying process. We appreciate that he prepared us for the best decision while never becoming a part of the decision making process; he left that to us. We never felt rushed and respect how much work he did without ever pressuring us."*

— Juan & Maria Bianchi  
North Tolo Road

# FINDING THE RIGHT VALUE.

Turning the art of real estate into a science.

## “What do you think it’s worth? ”

This might be the most important question you ask during our time together (and I hope you ask many!). When you’re ready to make an offer, I’ll use a process I’ve developed to analyze the comps so you can make a well-informed, data-driven decision on the amount to offer. I’ll also ask the listing agent about the seller’s motivations, so you have insight into what emotional levers might help you put together an offer that stands out of the crowd.

## Knowing the market

- **Monthly Market Report:** Each month I make a thorough examination of the state of the island market to publish and share with my clients. This research gives me a unique and valuable perspective on pricing trends and demand.
- **The broker tour:** I am committed to seeing the new inventory every Thursday, which means I know the details, unique attributes, and energy of each property. This gives me a much better idea of the specific niche of comps that match the home on which you’re making an offer.
- **Strong relationships:** I work with the listing broker to gather the feedback they’ve had from the market. This insight can be useful when you set up an offer and prepare for a negotiation.



**Location:** Miller Bay

**Listed:** \$412,000

**Offers:** 5

**Transaction:** Smooth

**Success:** Our offer of \$430,000 selected, despite strong competition

# MY TRACK RECORD.

After trust, results are the most important factor.

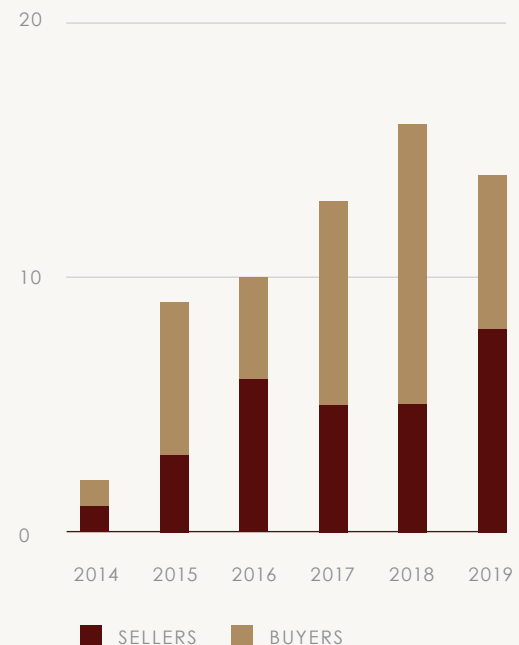
I've been a Realtor since 2014, which, let's be frank, is not a lot of time in this industry. But my commitment to doing the hard work, understanding the market, and giving my clients the best service I can provide has led to results that speak for themselves.

In fact, in 2018, as the newest agent in these ranks, I placed 3rd (a 4-way tie) in number of buyers at 11 (familiarity with how buyers perceive the market is crucial to helping sellers list their home in a strong position) and #12 in overall number of sales.

In 2019, I was #14 in overall number of sales and surpassed \$10M in sales for the third consecutive year.

Dedicated to the best service no matter the property, in 2017 I was proud to be the Realtor with both the highest *and* lowest sale in the market—a range from \$4,970,000 to \$82,000. My experience includes everything from waterfront estates to condos and parking spots.

## SATISFIED CLIENTS



*"When getting help with money, whether it's insurance, real estate or investments, you should always look for someone with the heart of a teacher, not the heart of a salesman"*

—Dave Ramsey,  
Financial Guru



# GET TO KNOW ME BETTER.

On a more personal side, I am a father of three, raising two boys and a girl in Winslow. True Pacific-Northwesterners, our family's focus is always on outdoor adventures, usually camping near beaches or digging clams. After earning my honorary PhD in Telemark Skiing from Ski Bum University at Targhee, you're also likely to find me chasing storms in the Cascade Mountains whenever I can. Most importantly, I'm teaching my kids to ski so we can make this a family activity.

My community involvement includes serving as a Board Member of the Bainbridge Island Parks Foundation, Co-Chair of the Sakai Park bond campaign, Co-Chair of the 2019 BISD levy campaign, and as a Grace Church volunteer. I have both a Master's and a Bachelor's degree from Pacific Lutheran University in Tacoma.



# THE WINDERMERE WAY.

After almost five years with a small boutique firm, this year I finally answered the call of the most respected office on the island. Windermere has spent over 40 years creating a reputation for professionalism, high standards, strong relationships, and community involvement, including helping the Bainbridge Island Land Trust organize their capital campaign, landscaping and trail maintenance work for the school district and parks department, doing household chores for people being supported by Arms Around Bainbridge, and cleaning & organizing Helpline House.

Most importantly, I joined Windermere because of the agents that I can lean on. I can never be in two places at once, and while I choose to only work with a few clients at a time in order to provide the best service possible, it is important to me that I am now surrounded with a team of skilled professionals that can stand in if I am ever not able to provide you service directly.



*"Jason appreciates the emotional components of buying a home but also brings to bear a strong analytic approach to help inform buyers as they make their purchase. In our case, he was considerate, low-key, responsive, and consistent: he said what he was going to do, and did what he said in a timely manner. We appreciated that level of commitment and follow through (and his fun sense of humor)."*

— Paul & Janel Bedell  
Rockaway Beach Drive



# SOME PAST CLIENTS.



**Location:** Sunrise Drive

**Purchased:** \$4,970,000, \$920,000 under original asking price

*"Jason is intuitive enough to understand his client's needs — and his attention to detail and patience was key in representing us. Jason has exceeded our expectations and we recommend him before any other."*

— Virginia & Richard  
Doleshek

*"Jason asked the right questions to understand exactly what we were looking for, went and found it, and then was remarkably helpful and supportive through, and beyond, closing. He kept us informed every step of the way and chased down answers to dozens of questions with amazing responsiveness. Not only is he a great agent who works extremely hard, but he is also an honest guy that was a pleasure to work with."*

— Rick & Marilyn Kossik



**Location:** Crystal Springs

**Purchased:** \$1,825,000, just \$25,000 over asking price, against many competing offers



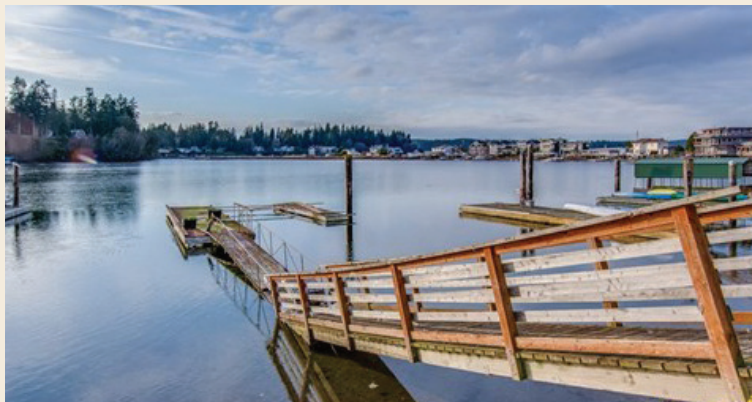
*"Jason was always looking out for our best interest, be it home condition or asking price, and he always offered his thoughts on how homes met our objectives based on his deep knowledge of the local market. Not only was Jason always accessible and happy to go out of his way to meet with us and discuss the necessary aspects of the property, but he had the patience to stay with us for over a year, long after other Realtors would have quickly lost interest."*

— Nate & Marguerite Thomas



**Location:** Lemolo Shore

**Purchased:** \$775,000, \$24,000 under original asking price



**Location:** Point Monroe

**Purchased:** \$540,000, \$60,000 under asking price

*"As a commercial real-estate developer from Tulsa, OK, I am grateful Jason was my eyes and ears from 2000 miles away. He always answered my hundreds of questions, kept an attentive eye focused on the prize, and in the heat of battle ensured I made my waterfront palace my trophy, even against another offer. He has earned a seat at my table as a trusted advisor and friend. I suggest you experience his thoroughness, personal values, humor, and life experience on the island."*

— Michael Sager

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## OFFICE HOURS:

- 7am to 5pm, M-F
- 7pm to 10pm, M-F,  
by appointment
- Weekends by appointment
- Feel free to text, call, or email  
to set up an appointment to  
meet in person.

  
**Windermere**  
REAL ESTATE

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