

Dear Prospective Homeowners:

It is our immense pleasure to recommend Sheila-Anne Teisher as a real estate agent for any individual or family searching for the ideal home on the Palos Verdes Peninsula. We moved to the Palos Verdes area in 2016 and rented a home initially while our youngest started middle school and adjusted to the change. In late 2017 we started going to open houses and looking at homes with no official timing in mind for making a purchase but with the desire to get a feel for the pricing and neighborhoods on the Peninsula. It was on one of these outings that we met Sheila-Anne. Unlike some of the other realtors we'd met, she was friendly and informative but not pushy. When we told her that we did not have a timeline yet for making a purchase she offered to send us listings and be a resource for us when and if desired. She stuck to her word. For us this was important as our personal style is to do our own research and we quite enjoyed attending open houses in our leisure without the pressure of an agent wanting our feedback and pushing us to buy.

When we decided we were ready to buy, Sheila-Anne was our first call. Since we were new to the area and did not have a lot of contacts she introduced us to a phenomenal mortgage broker so we could get through the pre-approval process and be in a position to make an offer. She talked us through the history of the Palos Verdes Estates, Rancho Palos Verdes, and Rolling Hills Estates giving us background on the types of neighborhoods and homes in each but still left it to us to attend open houses or request showings when we were interested.

When it was time to pull the trigger, Sheila-Anne was the best. We had gone to an open house and fallen in love with a home before we were ready to buy and unfortunately it was pending by the next day. Less than a month later we saw it back on the market but then it quickly came down from MLS. Sheila-Anne reached out to the seller's agent for us and learned that their original offer had fallen through. The owner still wanted to sell but was taking down the listing for the summer due to having company in from out of the country and not wanting to deal with showings until the company left. Sheila-Anne asked if they would be open to letting us take another look. Not only were they open to this but we were able to make an offer while the house was still technically off the market.

When it came time to negotiate and deal with all of the paperwork, Sheila-Anne, the professional but respectful agent that did not pester us and let us come to her, proved to be a master negotiator. She came up with a deal that was good for us and made the seller happy as well. There is nothing that escapes Sheila-Anne's attention when it comes to property for sale in this area. She aggressively followed up on every open item and potential red flag she saw hunting down minutes from Homeowners Association meetings, chasing down details on the solar panels the prior owner had leased, and much more. Her knowledge, attention to detail, and thoroughness were a great help in getting us through the process effectively and leaving us with a positive feeling.

We found Sheila-Anne to be a highly attentive agent once we gave her the call saying we were ready for her help – it felt almost as if we were her only customers, although we know that was not the case. She returned all phone calls and emails the same day. We never felt neglected or unimportant. She is also highly personable with an engaging personality. We are pleased to recommend Sheila-Anne Teisher to anyone looking to buy or sell a home. She is hands down the best in the business in our opinion and if we ever need to move again she will be our first choice in real estate agents.

Regards,

*Kim St. Hilaire*



Kim St. Hilaire

Matt Neagle

Happy Homeowners in Rancho Palos Verdes