

McMULLEN. PROPERTIES · 2026

The Buyer's Guide

A complete guide to buying real estate in the San Francisco Bay Area. Off-market access. Expert negotiation. Legal guidance included.

\$110M+

CLOSED VOLUME

50+

TRANSACTIONS

\$31M

HIGHEST SALE

\$1.2B

HIRED TO SELL

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WHY McMULLEN PROPERTIES

Your Unfair Advantage in Bay Area Real Estate

What makes working with Tim McMullen different from every other agent.

A Decade of Deal-Making

Tim McMullen has closed over \$110M in Bay Area real estate across 50+ transactions — from starter condos in the Mission to a \$31M lakefront estate in Lake Tahoe. His track record spans San Francisco, Silicon Valley, Marin County, and the East Bay.

When the Four Seasons Private Residences needed an agent to target ultra-high-net-worth buyers for their SF development, they hired Tim — based on the precision targeting strategy he deployed for the McKinney Lodge sale in Lake Tahoe.

Technology-Driven Property Sourcing

Tim builds proprietary tools and technology systems to identify off-market opportunities before other agents know they exist. His RealScout-powered search portal delivers instant alerts, while his network of developers, attorneys, and estate planners surfaces pocket deals that never go public.

Case in point: 1694 Clay Drive in Los Altos — a \$5M Eichler that went under contract in a single day. That speed comes from having the right systems, network, and preparation.

Built-In Legal Guidance

Tim's wife and business partner is a practicing real estate attorney. Every McMullen Properties buyer receives complimentary legal guidance throughout the entire process — contract review, disclosure analysis, title examination, and closing documents. Not a referral. Embedded expertise.

What You Get	Typical Agent	McMullen Properties
Off-market sourcing	Rarely	Proprietary tools + network
Legal guidance	Referral to attorney	In-house, complimentary
Disclosure review	24-48hr turnaround	Same-day video walkthrough
Negotiation	Standard offer	Data-driven, strategic
Post-close support	Ends at close	Renovation + maintenance

THE PROCESS

White-Glove Service, Search to Keys

Eight steps to finding, buying, and settling into your Bay Area home.

1 The Search

Access off-market properties, pre-listings, and Tim's agent network. Your RealScout portal delivers instant alerts filtered by location, price, beds, baths, and must-haves.

2 Financing

Connect with trusted mortgage advisors for credit optimization, asset positioning, and competitive rate locks. Tim's lender relationships unlock better terms.

3 Showings & Disclosures

Curated tours matched to your schedule. Every disclosure package reviewed same-day with a video walkthrough — understand every property before making a move.

4 Offers & Negotiation

Data-driven offer strategy using comparable sales, market trends, and seller psychology. Average buyer savings: \$47K through strategic negotiation.

5 Legal Review

Tim's wife — a practicing real estate attorney — reviews all contracts, disclosures, and closing documents at no additional cost to you.

6 Escrow & Closing

Navigate contingencies, coordinate lender approval, manage inspections, and ensure the property is delivered clean and move-in ready.

7 Renovations

Through the Bayside Pavers partnership and Tim's contractor network, access pre-occupancy remodels at preferred pricing with free 3D design.

8 Move-In & Beyond

Coordinate movers, cleaning, landscaping, and ongoing maintenance. Tim's vetted professionals support you long after closing.

TRACK RECORD

Proven Results Across Every Market Segment

Notable transactions demonstrating range, strategy, and outcomes.

4250 West Lake Blvd	Tahoe	\$31,000,000	Lakefront Estate	Highest sale
859 Boar Terrace	Fremont	\$28,000,000	Estate (Off Mkt)	Sourced off-market
Four Seasons Res.	SoMa, SF	\$3,000,000	New Construction	HNW targeting
11195 Hooper Ln	Los Altos Hills	\$12,000,000	Estate (Off Mkt)	Private network
1694 Clay Drive	Los Altos	\$4,988,888	Eichler SFH	1 Day on Market
27464 Altamont Rd	Los Altos Hills	\$5,200,000	Single Family	SV luxury
1475 Lawrence Rd	Danville	\$3,875,000	Single Family	Renovation flip
1515 Union #5C	Marina, SF	\$2,875,000	Condo	Off-The-Plan Deal
196 Edgewood Ave	Mill Valley	\$2,150,000	Single Family	Marin entry
1379 Masonic Ave	Haight, SF	\$1,800,000	Single Family	\$150K below market

Case Study: 1694 Clay Drive — 1 Day on Market

This stunning Eichler in Los Altos hit the market at \$4,988,888. Tim's pre-marketing strategy had already generated qualified buyer interest through targeted outreach. The property went under contract within 24 hours — precise pricing, buyer network activation, and strategic timing.

Case Study: Four Seasons Private Residences

Tim was recruited by the Four Seasons development team to sell luxury residences in SF's SoMa district — based on a targeting strategy he developed for the McKinney Lodge sale in Tahoe. A precision approach to engaging ultra-high-net-worth individuals through data analysis, lifestyle profiling, and private network outreach.

"We wholeheartedly believe that if we hadn't found Tim, we would not have found our home. Tim brings intangible skills that other agents simply do not possess."

— Elam, Home Buyer, San Francisco

"Tim made my first home buying experience easy and straightforward, giving me good and honest advice on evaluating houses, making offers, and negotiating."

— Janette, First-Time Buyer

YOUR TOOLKIT

Everything You Get as a Client

From first search to move-in day — and beyond.

RealScout Search Portal

Full MLS access with smart alerts, saved searches, and instant notifications when new properties match your criteria.

Off-Market Deal Sourcing

Proprietary technology + personal network surfaces pocket listings, pre-market opportunities, and private sales.

Same-Day Disclosure Review

Every disclosure package reviewed with a video call walkthrough so you understand every property before committing.

In-House Legal Guidance

Tim's wife, a practicing real estate attorney, reviews all contracts and closing documents at no additional cost.

Comparative Market Analysis

Data-driven CMAs for every property you're serious about — comparable sales, trends, and offer strategy.

Strategic Negotiation

Offers built on market data, seller psychology, and Tim's decade of experience. Average savings: \$47K.

Bayside Pavers Partnership

Free 3D designs, exact contract pricing, and preferred rates on hardscaping, landscaping, and outdoor renovations.

Post-Close Support Network

Vetted contractors, movers, cleaners, landscapers, and maintenance professionals — long after closing day.

NEXT STEPS

Ready to Start Your Search?

Schedule a Call

Book a 15-minute intro call to discuss your goals, timeline, and ideal neighborhoods.
calendar.app.google/Lsb5v4UTcRn3eZh36

Start Searching

Get immediate access to your personalized RealScout property search portal.
mcmullen.properties/buy

Text Tim

Send a quick text to (415) 691-9272 and get a response within the hour.

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