

Testimonials for Zach Entwistle

Clients who Sold

Zach Helped Us Choose the Best of 23 Offers on Our Home

"Seldom have I had the pleasure to associate with an individual that benchmarks best-in-class. Zach represented my Mother-in-Law in the sincere spirit and action of a professional. Zach's knowledge of the Tacoma market and his understanding of Buyers and their agents enabled him to implement an effective marketing strategy. Within one week from listing, Zach was helping my Mother-in-law and family evaluate 23 offers and negotiate among the best three.

Zach's approach to his profession would make him a success in any endeavor. Fortunately for my Mother-in-Law, Zach Entwistle was her real estate agent and I enthusiastically recommend he represent you."

David Saunders, Commercial Realtor

Helped his 80 years young Mother-in-Law Sell Home on Tacoma Ave in Tacoma

Zach Really Cares About His Clients



"Zach has such great knowledge of the process. He knows every aspect of the business. From quality of homes to what inspectors look for, financing, everything. He surprised us and really helped us make important decisions about which house we chose.

I would recommend Zach to everyone I know because he really cares about his clients. We were more than a paycheck. Zach really wants what's best for each individual."

Scott & Rhonda Longosky, Door Rep & Homemaker

Sold on S L St in Tacoma

Bought on 214th St in Spanaway

Felt Zach's Desire to Help Us Achieve Our Goals

"This letter is in regards to our experience with Zach Entwistle in the home buying and selling experience. Buying a new home for our family was not exactly a first time experience; however, selling our home was. Our family grew from just two children to now four, which meant we needed more room.

We talked to Zach about our goal to sell our current home and buy a new one. When meeting him for the first time in your home, his overall presentation and desire to help our family achieve our goal was enough for us to choose him for the job.

He was very knowledgeable about many aspects of buying and selling. He kept us up to date about new homes on the market through emails. Before selling, he gave us great tips on how to show our home. Zach would always call to give us updates or just call to check in on things. The experience was an overall success!

His professionalism and warm personality are the reasons we would recommend his expertise, along with his desire to help others. We can't thank him enough for our new family's home."

Vince and Regina Tajalle, Manufacturer & Teacher

Sold off 221st in Spanaway

Bought on 205th in Spanaway

Zach Never Pressured Us or Ignored Us



"Zach had really useful ideas on preparing our home to sale. At all times, Zach was professional and thorough in his services. He asked us frequently about how we felt things were going and both listened to us and followed through with our wishes. He neither pressured nor ignored us through the process. We would recommend Zach to home sellers and buyers who want fast, fair results and want to have total trust in their agent."

Doug & Vicki Bruce, Retired Teacher & Homemaker

Sold off of 320th in Federal Way

Zach Saved Me \$41,000.00



"I chose Zach as my Realtor because he helped me when I originally purchased my condo several years ago. I came back to him because I needed someone I could trust and I knew that was him! He has not only helped me budget and get my finances in order but he saved me \$41,000.00! I am impressed because he is a kind and thoughtful person who was respectful of my needs and wants not only for today, but also in the future."

JayAnne Perez, Customer Service Rep

Sold on 17th in Federal Way

Bought on 255th in Spanaway

Zach Really Understood Our Needs

"We called Zach, breathless. 'We found our next house. Can you help us?' Zach really understood our needs and our wants and worked with us to make it all happen within a short time frame. He made us confident about our 'impulse buy' and produced excellent results in getting our previous home on the market and sold."

Hope & Manon, Investment Relations & Analyst

Sold on N M St in Tacoma

Bought on N 25th St in Tacoma

We Didn't Want To Repeat Bad Experience with Previous Agent



"We decided to choose Zach as real estate consultant because we previously had a bad experience with another company. When we met Zach, we were impressed that he was totally focused on what we needed and didn't rush us to list our home the same day. It really impressed us that we were concerned about our needs. Thanks to Zach's work, our house closed right on time. We also thought he had excellent marketing ideas and worked with us to get our home ready to sell. Re always referred to him as a real Go-Getter!"

We would be more than happy to refer Zach to any one of our friends. The reason why is we would love our friends to have the same pleasant and smooth transactions that we had."

Bob & Robin Stanton, Cable Installer & Counselor

Sold off 144th St in Puyallup

Bought on 86th St in Puyallup

Zach Kept Me Informed

"I really appreciated the fact that I basically only needed to prep the house for selling and then let Zach handle the marketing as well as ensuring all the proper paperwork was in place. He kept me informed which was very important to me.

Additionally, I found it very nice that Zach was able to lead us through the deed issue by recording the power of attorney. That helped make the process just that much easier. Zach has definitely earned my gratitude for doing such a wonderful job in helping to sell my mother's house. "

Alfredo F., Law Student

Sold on 4th Ave in Lacey

Zach Got Us Full Price Offer in 2 Days in Tough Market



"We are very happy we chose Zach! His persistence to detail and knowledge of his profession made this a very enjoyable experience. One thing that stood out was Zach's unique home pricing methods which helped us price our home accurately. Because of that, we were able to get our home sold in a short amount of time [offer in 2 days] and we got what we needed out of it [full price]."

The main benefit of working with Zach that stands out was how well versed he was in the contractual end of our purchase. Because of that, he did a good job making sure the other realtor was actually on task. If he hadn't done that, we would have been inconvenienced by at least 4-5 days of moving labor and potentially thousands of dollars. Zach's service was excellent! We will highly recommend Zach to our friends and family."

Justin & Amy Reinmuth, Granite Counter Installer & Teacher
Sold on N Adams St in Tacoma
Bought off Reid Rd in Gig Harbor

"I appreciate Zach's insight, candor, and suggestions. I would readily use his services again when my situation and timing are right."

Anita M., retired
Selling on S Mason in Tacoma

We Got 10 Times More Info From Zach Than Our Previous Agent



"We started out working with a different realtor. We made an offer on a home with its listing agent then listed our home with that same agent. The sad part was that he played on our emotions and grossly overpriced our home. To make it worse, he tried to bully us into giving up our earnest money when the home wasn't selling. That's when we called Zach—we wanted to get an outside opinion. We wanted someone who was working for me."

We ended up switching and hiring Zach and we're so glad we did. First off, we got 10 times as much information from Zach on how to prepare the home to be shown than from our previous agent. Another thing we liked about Zach was how easy it was to contact him. He always let people know when he was returning calls and then he actually did it! I didn't feel like I had to wait by the phone all the time to see if it was Zach's number. He also explained specifically how he determined the listing price. Our other agent seemed like he

was winging it which is probably why he had the home listed for so long [over 90 days] with no activity.

He also really acted like our advocate. When it came to inspections, Zach and his inspector really act like a team. They talked about problems with the house and how to get those problems solved. The other agents seemed to treat the inspection like a rubber stamp. Zach seems to look at it as it being an opportunity to get his clients what they want and what they need before they move in.

There were times when the other agents would make a mistake and Zach was able to fix it. When things did go wrong, Zach gave us options of different possibilities to deal with the situation.

To sum things up, Zach is head-and-shoulder above other realtors in terms of knowledge of the real estate field and marketing. He is also a lot more interested in his clients than any other realtor we've ever talked to. He wasn't just all business, he was more like a good friend. We wouldn't hesitate to tell anyone or actually, everyone of our friends to talk to Zach before they buy or sell their house!"

*Rob & Erica Minneman, Engineer & Church Music Director
Sold on N Prospect in Tacoma
Bought on N Gove St in Tacoma*

Zach Has A Natural Gift For Real Estate

"In the past, we had worked with two other real estate agents. Both of them did what I would call a decent job at helping us buy and/or sell. But neither worked very hard to keep us as clients.

When I think about our experience with Zach, I liken it to a dance. With a good leader, a dance suddenly becomes effortless and enjoyable. We didn't know all the steps, but our leader waltzed us through the entire song without missing a beat.

One thing that impressed us about Zach was his attention to detail. Not only did he cross his own 'T's' and dot his own 'I's', he also took care of issues that the other agents involved in our transactions neglected. He stopped problems before they had the chance to affect our home buying or selling experience.

We also appreciated Zach's consistency. Any time we needed to reach Zach, his voice mail would tell us the exact time he was returning calls that day. And he never missed one returned call.

But I think what impressed us most of all was Zach's amazing ability to negotiate. We were able to buy our Gig Harbor home for the price we offered and get additional money for some needed repairs. Then we turned around and sold our Tacoma home for thousands above asking, with numerous offers from which to choose.

Without hesitation, I would recommend Zach as a real estate agent. He not only has the experience, but a natural gift for the work he does. We never knew what a real estate agent could be before we met Zach. And we would never work with another agent again.”

Ross & Stacie A., Physical Therapist & Media Relations
Sold on N 8th St in Tacoma
Bought off Pt Fosdick in Gig Harbor

Zach is A Teacher

“Zach Entwistle is more than a realtor, he is a teacher and that meant everything to me, a seller who wanted to be informed and sale my home quickly. The benefits of working with Zach are numerous, but here are two that every potential seller should be exposed to.

His home audit was three pages of recommendations for upgrading my home inside and out. Two months and a lot of helping hands later, 95 percent of the tasks were done. As the exterior face-lift of my home was revealed, people stopped by to ask if I was selling my home. Buyers were lining up. The cost of the upgrades was very low, but made a big difference that people noticed immediately.

Additionally, Zach’s “Act Like A Buyer” process is a must-do for all sellers. Initially I couldn’t see how a seller could benefit from this process, but I am so glad Zach suggested it. As we looked at homes, my eyes were opened to the unique things homeowners were doing to sale their homes and what I needed to do to make sure my home stood out. I learned what colors felt warm and homey, what amenities brought out the character of a home, and so much more. If a seller is not doing this with their agent, they are truly doing themselves a disservice. They should get a new agent. They should get Zach.

Zach's services enabled my home to compete on price and amenities with luxury condos and newly built homes for sale in my neighborhood. I would highly recommend Zach to sellers.”

Sandy Hess, Information Architect
Selling off MLK St in Tacoma

Zach Communicated On an Understandable Level

“We met Zach at the home buyer’s class he teaches at Bates College. When it was time to talk about selling our home, we invited him to our home. Zach communicated with us on a level we could clearly understand. The analogies he gave in addressing our concerns were enlightening and helpful in putting some of our concerns to rest.

Also, the improvement audit gave us really helped us see our home from the buyer’s point of view and I firmly believe it will help us in getting a better price for our home.

Overall, we found him professional and friendly!”

Chuck & Jenny Voytovich, Barber & Retired
Selling on S Monroe St in Tacoma