

## *Testimonials for Zach Entwistle*

### **Clients Who Bought**



"There were several things wrong with the home we were looking to buy. Zach was able to negotiate with the sellers to take care of \$23,900 worth of work. That was awesome. He was also really easy to get a hold of. He returned calls really promptly. Zach was definitely a 10 out of 10 because we didn't have any problems. When problems came up, he took them all and made it easy for us. He took care of everything.

I know that he will do a good job for you. He'll work hard and do everything he can to get you the right house and he's going to do it honestly. He's not going to lead you astray by trying to get something that will just benefit him. He's out there to help you find the best home which is why I have no problem recommending him."

*Dave & Theresa Fouquette, Graduate Student & Computer Specialist  
Bought on 37<sup>th</sup> in Fircrest  
Relocated from Everett*

"I was commuting from Bothell to Tacoma which was a 2 hour commute each way. My friends, Beth & Rob, highly recommended Zach to me as a real estate agent. I found that he very well suited my needs. He tuned into exactly what I was looking for especially as a first time buyer.



Once we found the perfect house, we did run into some issues (an electrical problem and a water leak). Zach helped speed up the process and get those fixed for me with no cost to my end at all. I found Zach truly cared about finding the perfect home for me and making the experience pleasurable. Zach has made the whole house buying very stress free and I would highly recommend him to anyone looking for as great of an experience as I had."

*Brittney B., Computer Technician  
Bought off 137<sup>th</sup> in Spanaway  
Relocated from Bothell*

"Zach does a good job educating his clients. It's sort of like having a real experienced tour guide. You wouldn't go into the African safari without a tour guide since you'd be setting yourself up for failure. That's what Zach is, a real experienced tour guide.

Another benefit [of working with Zach] is that he takes the worry out of your hands. He says, 'Get this done, this done and this done.' He gives you little checklists along the way so it doesn't seem so overwhelming."

*Michael Garrett, Trauma Nurse  
Bought on S Park in Tacoma  
Bought on 5<sup>th</sup> St in Steilacoom*



"I call Zach, 'The Man!' Zach is just such a great guy that I really can't even emphasize how knowledgeable and how well liked he is by me. He didn't seem pushy—he didn't try and push me into anything I didn't want. He only showed me homes that were in the budget of where I wanted to stay.

Co-workers warned me about their previous experience with their realtors and I was like, 'no, no, no—Zach is not like that.' They are now so impressed with what I've told them about him that they want to use Zach. I consider Zach not only my 'Realtor-for-Life' but Zach is my friend."

*Linda Harris, Newspaper Layout  
Bought off S 10<sup>th</sup> St in Tacoma*

"Being an experienced homebuyer, I thought that I had reasonable expectations of the role a realtor plays in the purchase of a home, but Zach consistently proved that his service goes above and beyond that of a typical agent. I highly recommend Zach to anyone for his outstanding service, friendly and professional demeanor, and ability to get results."

*Monica A., Scientist  
Bought off N 8<sup>th</sup> St in Tacoma  
Relocated from Seattle*

"If you are looking for a real estate agent, I highly recommend calling Zach Entwistle. Zach knows the area and what's available where. He knows the processes and helped me get the best possible deal as well as making the offers with the most flexibility for me.



Once I settled on a home, Zach worked with seller's agent to get all the details squared away. If there was a problem anywhere, Zach was on top of it. He made a potentially very stressful situation a very easy experience.

He's got great customer focus and really wants to help you find the home you're looking for. I've already recommended him to new people I work with. You won't be disappointed. I give you the guarantee."

*Les Jones, Military Official*

*Bought on 110<sup>th</sup> in Puyallup  
Relocated from Germany*

"Zach was excellent. He went above and beyond our expectation in negotiating money back for us. He called after closing to ensure us we could still call him with any questions or anything else we needed.

We would recommend Zach to our friends and will use him again should we require real estate services in the Tacoma area. We trust him!"

*Steve & Deborah, Longshoreman & Ship Engineer  
Bought off 166<sup>th</sup> in Bonney Lake  
Relocated from Portland*

"Zach kept in constant contact with us, provided answers to all the questions that arose during our house hunt / purchase and been more like a friend than an agent. He was always willing to work around our schedule, kept his promises and made it possible to move in with the least amount of effort and family disturbance.

Zach has continued to keep in touch with us after we'd moved in. For anyone looking to find a home in the South sound market, I would definitely recommend Zach and his team."

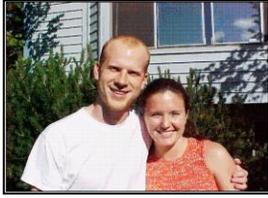
*Dave & Nancy Steuk, Regional Sales Manager & Homemaker  
Bought off Skansie in Gig Harbor  
Relocated from Arizona*



"My fiancé and I were looking to buy our first home before our wedding and knew close to nothing about the home buying process. A friend of ours recommended Zach to us and after meeting with him and discussing our situation, we knew immediately he'd be a perfect fit for us.

Zach was always a step ahead of any road blocks and most importantly, he kept us informed about what was going on and what we had to do next. He made us feel like we were his only customers. So, we're telling everyone we know about Zach and I know that if you choose Zach, I know you'll have a great experience with him and he'll do all he can to find you the right home."

*Jason & Erin Amann, Sales Rep & Counselor  
Bought off 325<sup>th</sup> in Federal Way*



"We've already connected Zach to some of our best friends. What more can I say!"

*Jeff & Alison Hardwick, Engineer & Teacher  
Bought on N Vassault in Tacoma*

"I was buying investment property in a market that was new to me. The first time I sat down with Zach, I felt like I walked away with a great lesson in Real Estate 101. It's rare to find a real estate agent who is professional, knows how to listen, is top notch at customer service, operates with integrity, and is actually a nice person you enjoy spending time with. Zach is all that. Go with Zach, you won't be sorry."

Bryan F., Non-Profit Director  
Bought off E 40<sup>th</sup> St in Tacoma  
Relocated from Seattle

"My wife and family and I are more than happy to whole-heartedly recommend the services of Zach Entwistle. A couple of friends of ours had had an excellent experience with Zach and recommended him highly. After a few minutes into the meeting, we knew Zach would work just perfectly. His combination of genuine friendliness, his focus and professionalism coupled with a real low-pressure and patient approach made us feel really attracted to Zach and we knew the experience would be just pleasurable.



We looked at a number of places before finding the one right for us. Zach was just a steady hand throughout the entire experience. He was patient—gave us advice but at the same time made it very clear that each decision was ours to make. He also helped us with any technical question or legal term we needed to understand. We really felt like we were his priority.

In summary, Zach was friendly, capable, professional and really enjoyable to work with. Not only is he a great real estate agent, he has also become a good friend. Once again, we would recommend him without any reservation and are confident you would have a great experience working with Zach."

*Pete & Shelly Weiseth, Airline Pilot & Teacher  
Bought on Fife St in Tacoma*

## Clients who Sold & Bought



"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 214<sup>th</sup> St in Spanaway*

"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 of 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*

"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 8<sup>th</sup> St in Tacoma  
Bought off Pt Fosdick in Gig Harbor*



"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 he was 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 144<sup>th</sup> St in Puyallup  
Bought on 86<sup>th</sup> St in Puyallup*

"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 17<sup>th</sup> in Federal Way*

*Bought on 255<sup>th</sup> in Spanaway*

"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 sold."

*Hope & Manon, Investment Relations & Analyst*

*Sold on N M St in Tacoma*

*Bought on N 25<sup>th</sup> St in Tacoma*



"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*

"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 221<sup>st</sup> in Spanaway  
Bought on 205<sup>th</sup> in Spanaway*