

WHAT MY CLIENTS SAY...

TOM IS AN ABSOLUTE ROCK STAR!

Tom is an absolute rock star! I negotiate for a living (former wall street lawyer) and Tom knows exactly what he's doing. I was interested in a home I had previously lived in as a renter. The owner was a guy who didn't really need to sell and had priced it very high. Tom and I waited out the Seller and ended up getting the unit significantly under asking. Tom provided wise counsel throughout the negotiating process. Tom was there every step of the way to make sure we closed. He is always there to take your call and will do whatever it takes. Tom is one of the hardest working people I've met and he gets the job done.

A. Sunderji. Deck

HIS KNOWLEDGE WAS INVALUABLE

Tom was very knowledgeable regarding not only the market, but also all aspects of the purchase process. More importantly, Tom was never selling—he was looking for the right house for us. His knowledge of construction (his past career) was invaluable. Although we were excited by several homes, Tom educated us as to each of the rejected properties' flaws. One lovely bargain condo, which turned out to be facing pending a \$200,000 roof repair supplemental condo dues assessment – nothing that showed up on paper. Tom interviewed current condo owners and saved us from a serious mistake. Additionally, after the sale, Tom connected us with a group of contractors—wood flooring, painting and landscaping. We have never had a better experience with contractors—and the same goes for Tom. Tom is a really good guy, honest, sincere and hard working

Linda Brill and James Lalonde West Seattle, WA

REASSURING AND HELPFUL

Tom was personable and attentive to our desires and needs right from the start and remained that way all throughout the process. He promptly responded when called, and several times went above and beyond to communicate and stay in touch. All of this was most reassuring and helpful, and we are grateful. Thanks again for doing what you do and for doing it so well.

John and Marissa Kiemele

RESOURCEFULNESS THAT GOT ME THE PROPERTY I WANTED

I first met Tom on a trip to Seattle after which I was outside Washington for virtually all the remainder of the year. On a couple of different occasions, Tom went out to inspect on the ground lots that I found on the Internet, giving me his opinion on each.

After a period of looking for the right lot, Tom emailed me that a new listing might be the one, and that lot in fact turned out to be the property that we purchased. Tom has a background in construction, and several of his ideas regarding what could be done with the property are reflected in the current house plans. Were it not for Tom's resourcefulness and tenacity on my behalf, I suspect that someone else would now be the owner of the property, and I'm happy that's not the case.

B. Morgan

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CHOOSING THE RIGHT BROKER


Windermere
REAL ESTATE



COMMON QUESTIONS ABOUT *PURCHASING* A HOME

Did I pay too much? Is there anything wrong with this house? Did the Realtor© have my best interests in mind? Did I accomplish my objectives with this home?

SERVICES I PROVIDE FOR HOME BUYERS

- Prepare comprehensive price evaluation for prospective homes
- Share my expertise about conditions of prospective homes. (Explaining the good and bad characteristics)
- Represent YOUR interests in all transactions



FREQUENT CONCERNS WHEN *SELLING* A HOME

What is the right price to sell for? Who is the best Realtor© for the job? Is home prep and staging really worth it? What if my house doesn't sell?



SERVICES I PROVIDE FOR SELLERS

- Prepare a comprehensive price evaluation and recommendations for your home
- Share my analysis of the condition of your home so that you can prepare it for the market
- Represent your interests in any transaction

BENEFITS OF WORKING WITH ME

- EXPERIENCE.** I have 30 years of industry knowledge and expertise to guide you through your real estate transaction, with competence and ease.
- REPRESENTATION.** I'll be your trusted advisor and communicate clearly and articulately with you every step of the way.
- CONSTRUCTION KNOWLEDGE.** With over 18 years experience as a former award-winning contractor, I provide valued expertise when assessing your home.
- SERVICES.** My sincere dedication to customer service means, your needs come first.