

# Testimonials Can Help You Select Best Realtor

**By Jim Smith  
Real Estate Counselor**

Nothing is quite as effective in selecting the right Realtor as getting an honest recommendation from one of the Realtor's past clients. A good Realtor can usually provide numerous testimonials for you. So that you'll know the testimonials are genuine, look for a photograph and name, and ask the Realtor for phone numbers of happy past clients so that you can interview them. If the Realtor won't give you this opportunity to speak with past clients, then perhaps you should look for another Realtor.



Fortunately, I can give you examples of meaningful testimonials. Note the wide range of points that are made and look for similar ones from Realtors you interview. The ones below are excerpted from my website, [www.jimsmithrealtor.com](http://www.jimsmithrealtor.com), where you can read the full testimonials.



**Janet Crouch** of Lakewood wrote the following testimonial: "You did what I basically thought couldn't be done. In a slow market, you generated a great deal of activity on my house, and I had a solid contract to sell it within two weeks of putting it on the market. Then you immediately helped me make an offer on the only home I really wanted, and that offer was accepted... I also greatly appreciate that you donated 20% of your commissions on my two transactions to Habitat for Humanity -- and gave me the choice of where your Habitat donation would go."



**Kim & Matt Lewis**, formerly of Golden, wrote the following: "When we had to relocate to North

Carolina, we asked our relocation company to use Jim Smith, and are we glad we did! We had a wonderful experience working with Jim! He knew exactly how much to list our house for, and we had a full-price offer immediately! Jim was also very helpful with getting all the inspections and tests completed while we were on vacation out-of-state. He coordinated so many activities and kept us up-to-date with all the proceedings.

We didn't worry about a thing because Jim was so organized and worked so hard. We'll look Jim up if we ever move back to Colorado."



**Abby Mann** of Golden wrote: "Jim put on a marketing campaign to sell our Denver home, like no other I have seen. He spared no expense and used the most up-to-date tools.... Jim was a pleasure to work with from beginning to end. Jim is level-headed, informed, and ethical. He is very receptive to feedback and adheres to the client's wishes... Sure enough, within a month of Jim's rigorous efforts we had an offer on our house and were able to follow through on the contract for our Golden home."

If your own Realtor has served you well, it's a nice gesture to send him or her a testimonial such as those printed above.

## Mortgage Update

By Jean Rowe, 303-601-4035  
Clarion Mortgage Capital

There have been nice improvements in mortgage rates! As last week ended, 30-year fixed-rate mortgages were at 5.5% for loan amounts of at least \$180,000. Rates for 3/1 ARMs with the same scenario were as low as 3.875%!

Rates are near the lows of early last summer! Take advantage of these great financing possibilities.

## Four Competitive Advantages to Listing a Home With Jim Smith:

- 1) Jim Smith uses "Virtual Tours" on every listing and pays to have his listings "Showcased" on [www.Realtor.com](http://www.Realtor.com)
- 2) The brochure boxes on Jim's attractive wooden "yard arm" signs are stocked only with full-color, 2-sided flyers with lots of pictures.
- 3) An FM Transmitter on every listed property allows passers-by to hear a 4-minute verbal description of the house.
- 4) Your home is a "Featured Listing" under Jim Smith's "Real Estate Today" column in all five editions of the *Sentinel & Transcript* newspapers.



**Jim Smith**  
303-525-1851  
[www.JimSmithRealtor.com](http://www.JimSmithRealtor.com)



**Serving Jefferson County's Real Estate Needs  
With Expertise & Enthusiasm!**