



ENTWISTLE
REAL ESTATE TEAM

kw
KELLERWILLIAMS.



RELOCATE WITH EASE SYSTEM

I HELP PEOPLE MOVE TO AND FROM THE PACIFIC NORTHWEST

Zach Entwistle



YOU'VE BEEN SETTLED FOR AWHILE. IT BECAME YOUR HOME.

You made good friends. Some great connections. You've lived a chapter of your life. These memories will always be with you. But things are changing, some beyond your control. It's time to move on... Maybe you're military and you've been anticipating the reassignment. Maybe that job offer seems too good to pass up. Or maybe your life just looks different from when you first moved here and you're ready for a change. No matter the case, it's more than a move across town. You're relocating.

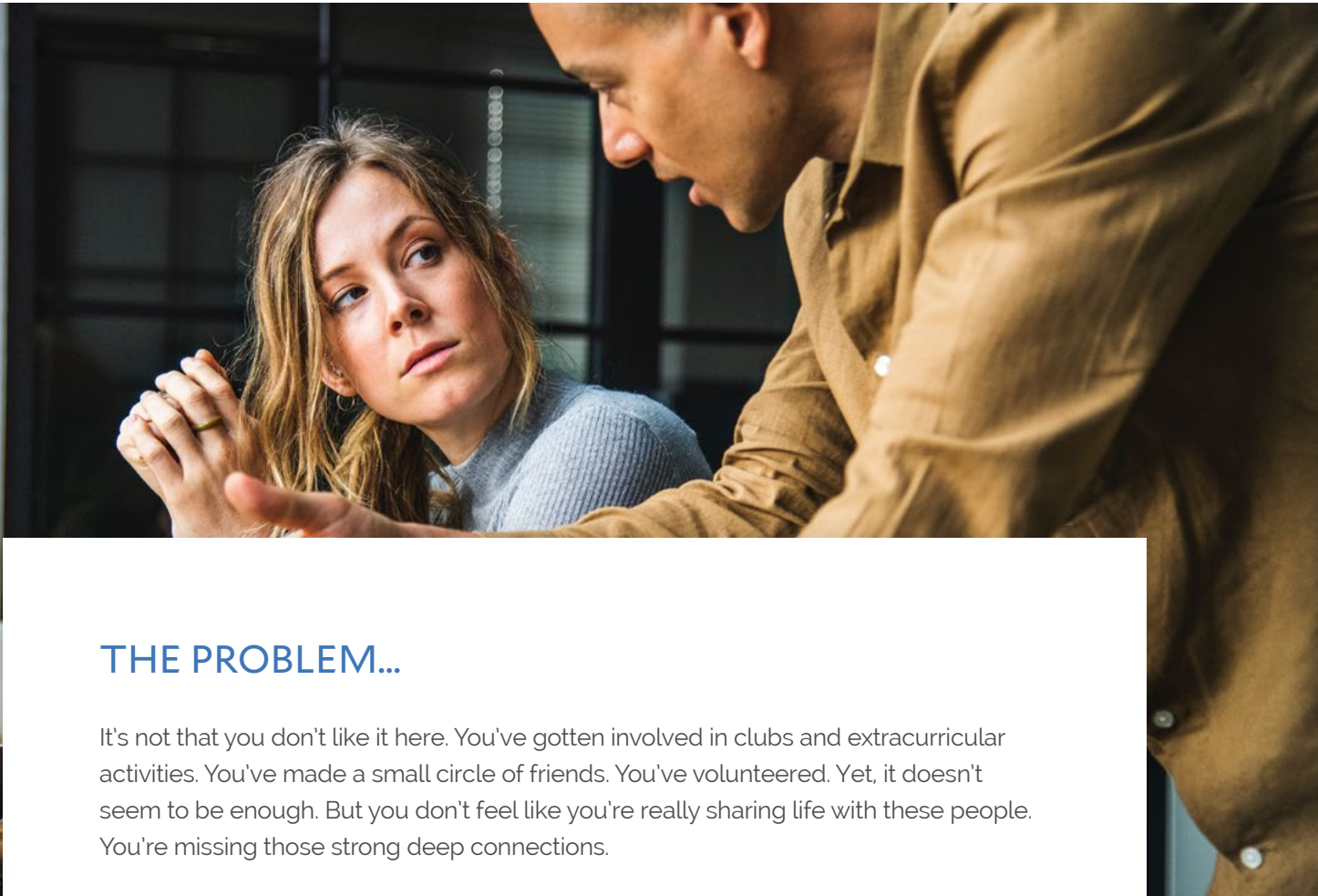
You've thought about renting at first. But you've heard nightmare stories about rentals not allowing pets or having weird rules. Your fur baby is another member of your family. Imagine someone said you could live in their home but you could not bring your son because he was too big. These are more than just animals to you though, they're family. Plus, you have family from out of town that will sometimes come and stay for awhile. Guess what? More rules. The landlord dictates that you can only have guests stay with you for a few days or else they need to fill out an application. It feels like an invasion of privacy.



On the flip side... when you first moved here, you'd taken a job away from family to stretch your wings a bit. During that time, you met your spouse and bought a home. From there, your family grew. You've got it all now... the kids, the pet. But you don't have your "village". You crave that support from your family. Your marriage is starting to feel the strain because you don't have time for overnights to feel adult again. Maybe you want to go back to school but someone needs to take care of the children. It would be fine if they were teenagers but you have school age kids and they can't entertain themselves very well.

You've been so busy living life and working that now your home needs a ton of work.

The other problem is you don't have the liquid cash to be able to pay for those repairs. You know you're going to need extra money for all those moving costs coming up.



THE PROBLEM...

It's not that you don't like it here. You've gotten involved in clubs and extracurricular activities. You've made a small circle of friends. You've volunteered. Yet, it doesn't seem to be enough. But you don't feel like you're really sharing life with these people. You're missing those strong deep connections.

The real problem is not how hard you are looking. The problem is you're looking in the wrong area. Your family wants you closer. They want to share life with you. It's great that you went off and found your own way but now it's time to move home to reconnect with those you love.

Or you don't understand your options. You think buying a home would be a waste as a military member since it's not long term. You're not sure if you'd want to keep the home as a rental when it was time to leave or sell it. Suddenly there are too many options, and you're not sure where to turn for guidance.

If you keep doing what you've been doing, you'll keep getting what you've always been getting. You don't like where your life is heading so what makes you think that by continuing to do the same things, anything will change? You feel like your life has been plateaued for years. You know you're not getting any real movement on your finances.

YOUR FAMILY DESERVES MORE.

THESE ARE YEARS YOU WON'T GET BACK.

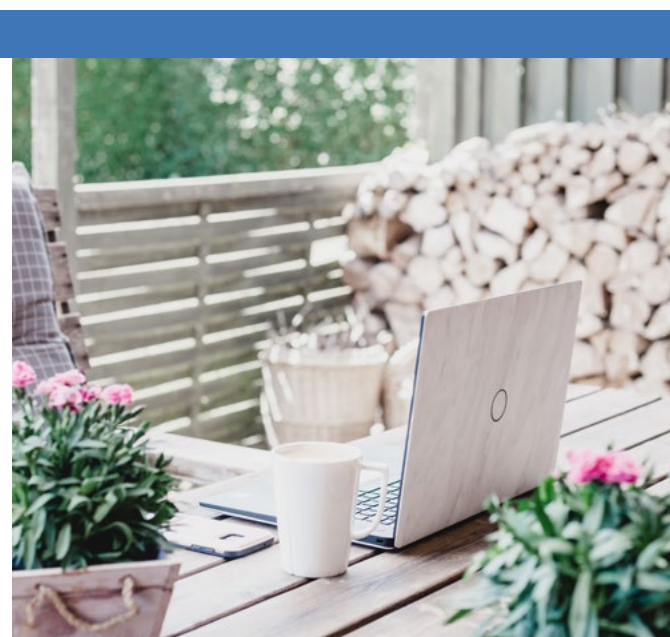
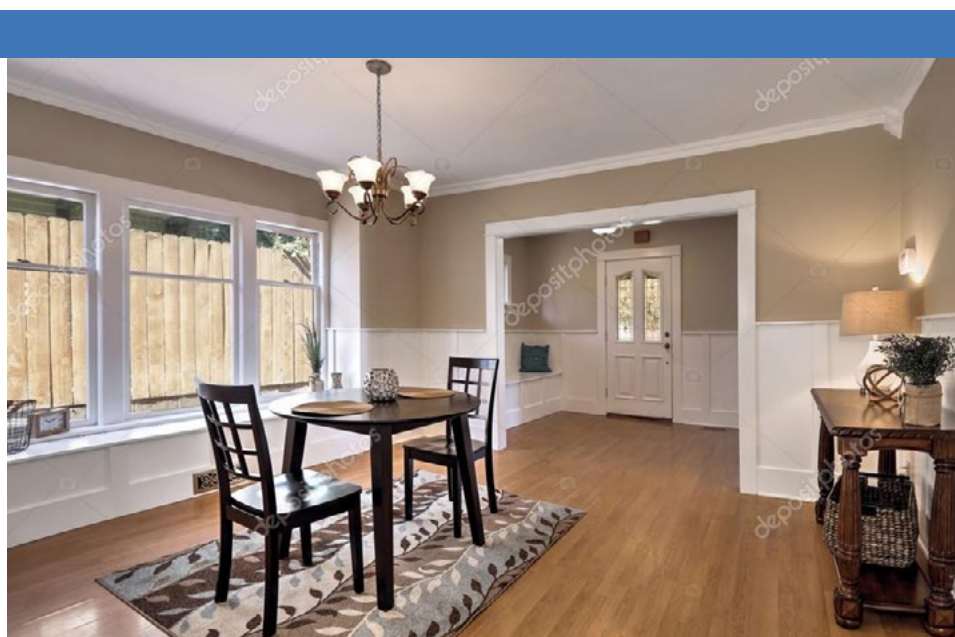
Without some family support, you won't be able to get that advanced certification that could lead you to the higher paying job. Both you and your spouse already have full time jobs. Someone needs to take care of the kids while you take more time to pursue that masters degree. And if you had the money to pay for that amount of child care, you wouldn't be working on your masters. Something's got to give. You feel caught in a vicious cycle.

You decide to rent from duty assignment to duty assignment. It feels like it won't be a big deal financially because you have a lot of life in front of you. You see friends buying homes but your rental is nicer for the same price. But you find out from a friend that while you've been renting, they've been buying modest homes everytime they relocate. They now have literally hundreds of thousands of dollars in equity. And you have nothing! Money you could have used for retirement, or future investment. Just like that, your future looks financially bleak.

The bottom line. If you stay in place, you'll have regrets. And no one wants to look back on their lives with regret.

THAT'S WHY I CREATED MY RELOCATE WITH EASE SYSTEM.

It's designed to help people like you buy and sell homes even if they are not physically here.





RELOCATE WITH EASE SYSTEM



STEP ONE: FIGURE OUT OUR GAME PLAN

First we need to do a thorough review. Depending on your situation, we talk about your buying power or we look at your current home. We do this because there will always be scrutiny from the other side of the transaction.

As a seller, we start by having the home inspected. We want to look at everything from the roof to the foundation. Think of this as us diagnosing what we could do to your home to raise the sales price.

As a buyer, we want to be clear what you are looking for in a home. We will set up a search to make sure you are seeing the type of properties you want. We make sure you are all set mortgage wise. This helps prevent as few bumps as possible. As they say... when opportunity strikes, it's too late to get prepared!

You wouldn't build a home before drafting blueprints. You also shouldn't buy or sell a home without some real leg work up front. We want to make sure you are all squared away! If you're a buyer, you can skip straight to Step Four. Sellers, keep on reading.



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STEP TWO: PREP YOUR HOME FOR SALE

As a seller, first things first. We need to get your home ready for the market. This includes the obvious tasks, like fixing broken things and a deep cleaning. But buyers like new updated homes. So we need to make your home shine. This means anything from new carpet and paint, to staging to perfection. We want your home to shine! We understand that cash can be tight when you are selling and moving to another place. Finding the funds to make those needed repairs could be tight. This is why I'll pay for the repairs and you can pay me back at escrow.

If you are still living local, we will give you contractors we recommend and have you schedule the work. If you are already out of state, we can coordinate these repairs for you if necessary. Don't worry, we'll give you weekly reports on the status of the work.

Our goal is to help you save time and make you as much money as possible!

We only get 1 chance to get in front of the parade of buyers who are looking for a home like yours. If we are not ready, then ready to go buyers will pass you over. By doing all the legwork up front, we are setting ourselves up for top dollar!



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STEP THREE: MARKETING YOUR LISTING/ OFFER REVIEW

The home is ready! We'll figure out our final list price and tell the world! We do this in various ways. We have a professional sign installed, we have color flyers made, and mail postcards. We make sure my Realtor colleagues tell their buyers. On the electronic side, your home is advertised on many websites. We also promote it through video to Facebook and Instagram.

Now we wait and let the market do its thing. We give it a full 4 days for buyers to submit offers and get nervous that their offer might need to be stronger. Before you can accept an offer, we first summarize each offer to 1 page. That way, you don't need to look at each 20+ page offer, page by page. Instead, you can see them all together! This lets you pick the BEST one!

After all the work you have done to your home, it's time to tell anyone and everyone that this home is not going to last long! We love telling the story of the home and all you've done to make this home worth top dollar. Our hard work has paid off and you've got an accepted offer that you're happy with in your hands.



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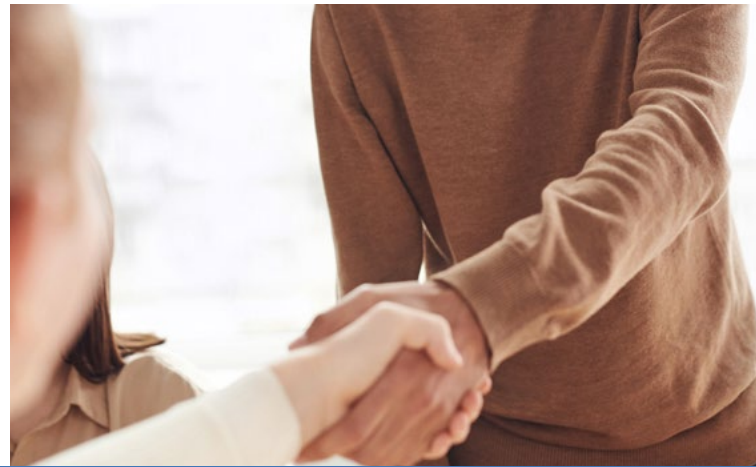


STEP FOUR: WRITE A WINNING PURCHASE OFFER

Are you ready to have some fun?! We're out looking at homes for you/with you and making offers! As a buyer, you will work with my licensed showing partner, Manny, to look at homes. If you are not local, we will use group texting and a video sharing app, called Marco Polo, to show you homes!

Before making a real offer, we'll prepare a training offer for a home. This way you can practice without any stress. We have found that Murphy tends to strike as soon as you want to write an offer. Of course, this is the time that the dog gets sick, you're asked to work over time, or the car breaks down. By doing the training offer ahead of time, we avoid most of those things!

You hired us to buy a home and that's what we did! You did the prep work to get ready! And now you have an accepted offer on a home that fits your needs!



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STEP FIVE: CLOSING

At this point, we want to make sure the offer closes on time. We will be reaching out to you at least 3 times each week to make sure all is in ship shape. And if we do find a snag, we will find it and work on it faster than most realtors because we are in your file so much! Now's the time to transfer your utilities and hire the moving trucks, if you haven't already.

As a buyer, we will set up the inspection. We will take you to meet the neighbors. If you can't make it, we will be your eyes and ears. We will also do a final walk through right before closing. This helps prevent surprises!

As a seller, we'll make sure the appraiser has everything they need for top dollar. Also, right before closing, you have a lot to do. We can coordinate a house cleaner to come before closing! This frees you up to move!

After helping over 500 families move, I've seen more than my fair share of things that can go wrong with the deal. I put all that work for you to help ensure as smooth a process as possible! And it has. You're ready to move on with your new adventure in a new home, in a new community. Even if you've moved out of state, be sure to keep in touch. I'm always a phone call away.

JUST IMAGINE...

- You're starting to really feel the perks of homeownership. Short term and long term. You finally got the family dog. You no longer have to worry about getting in trouble with the landlord. It's your home after all! Your kids are so happy. You have an exercise buddy in the morning and a snuggle buddy in the evenings. You feel like your family is now complete and it feels amazing! Plus you have constant peace of mind. You know that after only a couple of years, you will get paid money back if you decide to sell. Or you can keep the home as a rental and have someone else start paying down your mortgage! You are adulting hard and building your net worth for retirement! It feels amazing.
- You're finally close to your relatives. The kids are hanging out with the cousins and having sleepovers together! You can now celebrate each other's birthday together with candles and cake and singing (and not over zoom!). When someone needs your help, whether it's to put together that new exercise bike or just to talk, you can get together in person! Plus you can finally go on a date with your spouse because you have childcare. It feels sooo good to be back home!
- Overall, your life feels like it's back on track. It's been a long time since you've felt this way. You're so proud of the decisions you've made for your family and your future.



DON'T JUST TAKE MY WORD FOR IT...

When we met with Zach, he was very personable, and helpful and took the time to really answer all our questions. We planned on interviewing multiple realtors but got such a good vibe with Zach, we decided to work with him. He was on the ball.

— Taylor Moe ★★★★★

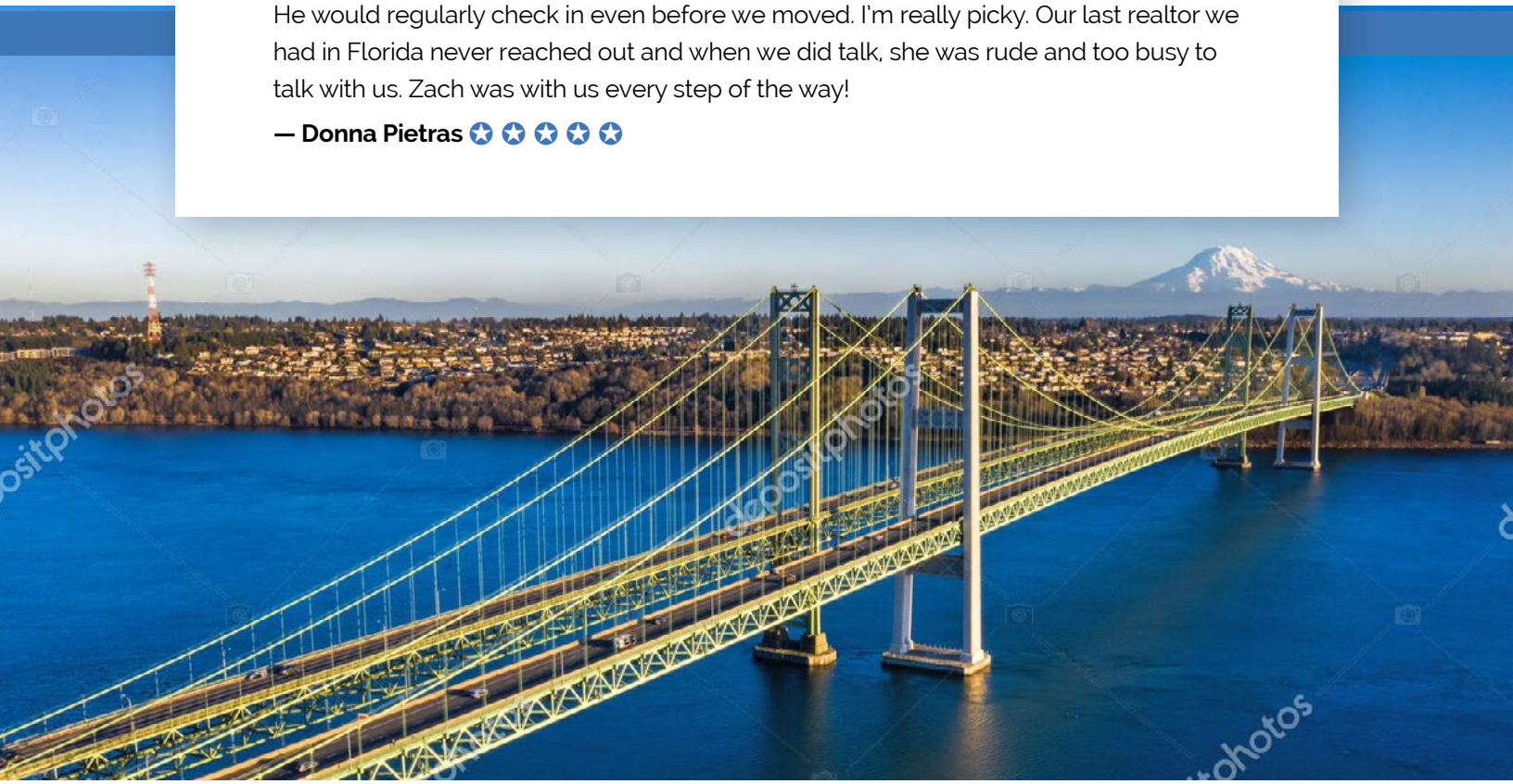
We were debating between renting and buying when we PCSed here. I got Zach's name from a trusted source. When we had our first call, he talked with me about all my options, both buying and renting as well as what to watch out for.

The fact that he was so helpful and spent over 20 minutes on the phone explaining the area to me. That made me comfortable with him. That clearly showed me he wanted to educate me, and not just get my money.

— Jessica Mason ★★★★★

We have been really happy with the amount Zach communicated with us. From the beginning, he got to know us and wanted to know what he could do for us. He has always been really honest with us which we love. The communication was fantastic! He would regularly check in even before we moved. I'm really picky. Our last realtor we had in Florida never reached out and when we did talk, she was rude and too busy to talk with us. Zach was with us every step of the way!

— Donna Pietras ★★★★★





ABOUT ME:

When I got into real estate in 2003, it was easy. There were so few Realtors and so many people buying and selling. I felt like I was a natural. Here I was, a brand-new agent and selling homes left and right. I felt like I had the golden touch... everything I touched turned to gold! After only a few years of this, life was great. I had an assistant, a stay-at-home wife and a 1-year-old. We felt on top of the world.

Then 2007 happened and the bottom fell out. The housing market I had come to rely on was in shambles.

Overnight, my income took an 80% pay cut. I had gotten so complacent with the hot market. The best analogy I have is to imagine a fisherman who rows their boat out into the water. The fish jump into his boat and he comes home thinking he is a great fisherman. That was me! I never put a line in the water. The problem is... when the fish stop jumping, you don't catch any fish.

During this time, we accumulated over \$100,000 in credit card debt. We were expecting our second child and I was freaked out! A few years later, my marriage started going downhill. It went from bad to worse.

It wasn't easy, but we were able to save our finances by paying off all the debt. We were not as successful with the marriage. After years of individual and couples therapy, we separated and fully divorced a few years ago. I've learned a lot about myself during this time.

It's been a journey. With real scars. Battle wounds. With all that under my belt, I learned how to have real conversations with clients. People don't move because moving is fun. People move because life happens. New jobs, growing families, divorce, death of a loved one.



You want someone who has been there and can walk you through it without judgment. Anyone can be an order taker. It's easy to be a yes man. You don't need that for the biggest financial asset you have.

You need someone who's willing to ask the hard questions. To give you sound advice. You're moving somewhere you're not familiar with. It's important you have someone you can trust with your biggest asset. So that you are squared away when things are good but more importantly, when things get hard.

I'd love to start that conversation with you.

IF YOU WANT TO TAKE THE NEXT STEP, BOOK A
STRATEGY CALL WITH ME TO SEE IF I CAN HELP
YOU WITH YOUR MOVE.

[Click here to book your 15 min call or chat with me in Facebook Messenger.](#)

