

## REAL ESTATE GOAL AND SOLICITATION...

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My real estate goal is one of relationship building. I want to accomplish the very best for my clients today, so they will demand using my skills tomorrow; and insist that their friends and family do the same.

In the same vein, I am always on the lookout for new customers. I love lending my experience and expertise to those who need it. If you know of anyone who is now, or will be looking to buy or sell real estate, I would greatly appreciate either you telling them about me, or me about them.

Thank you, always!!

Terry



Terry Harrington  
Owner/Assoc. Broker  
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## OUTSTANDING AGENTS OUTSTANDING RESULTS



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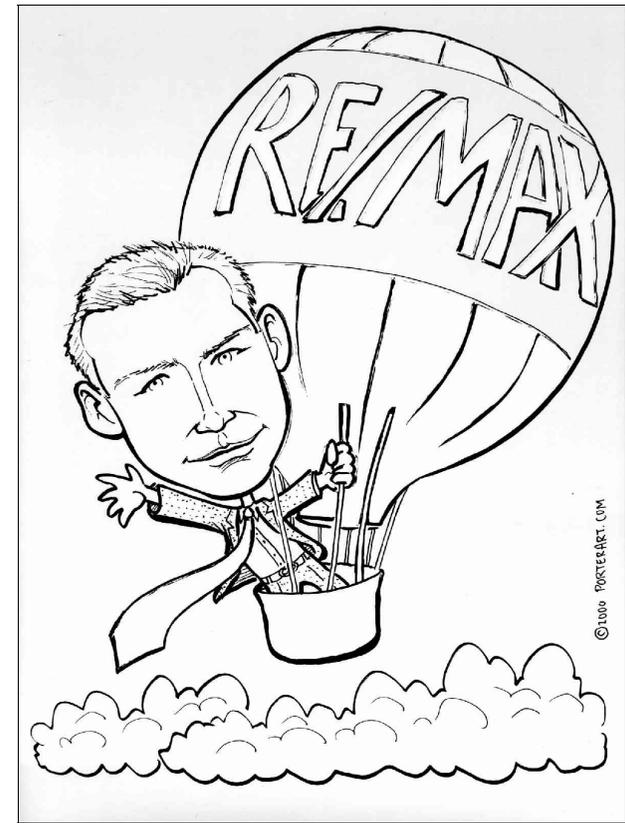
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RE/MAX Traditions

WHEN IT COMES  
TO REAL ESTATE...



Terry Harrington  
Owner/Associate Broker

Helping families realize  
their real estate goals in the  
Yakima Valley for over 20 years...

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## Who am I?

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My name is Terry Harrington. I am the owner of, and an associate broker at RE/MAX Traditions located in Yakima Washington. I have been helping families fulfill their real estate needs since 1986. Through my years in the real estate industry, I've realized that success is not a product of selling, but a product of helping people to achieve their objectives.

I have always viewed the real estate profession as a service. I believe that for a buyer or seller to truly benefit from that service, they need to receive all the knowledge, education and expertise that I have derived throughout my years of experience. Thus my style is one of a free flow of information and ideas between you and I that empowers you to accomplish, with confidence, all of your real estate needs.

By the way, I am a full service real estate agent as well as a member of the National Association of Realtors. I have been inducted into the RE/MAX International Hall of Fame, along with being the owner of one of the best and most sought after real estate companies in Yakima: RE/MAX Traditions.

During my first year in real estate, interest rates hovered around 14%, the basic purchase and sales agreement was a single page long and property and agency disclosures were in infancy. With the advent of technology, along with the propensity for litigation, real estate will evolve more in the next 10 years than it has in the past 100. The one certainty in my real estate career has been my desire to help people reach their goals. That will not change. I was there then. I'm here now.

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## What I Can do for you...

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### I provide a service!

I will exhaust my knowledge and skills until I have fulfilled all of your questions and concerns regarding your real estate needs.

When you are contemplating relocation to the Yakima Valley...

- \* I will provide you with a Custom-Made Relocation Package that contains general and pertinent information about the Yakima Valley. I will further customize the information included in this package to your specific needs.
- \* I will provide you with a Tour of the Yakima Valley. This is a fantastic opportunity for you to familiarize yourself with the different aspects of the Valley. I will show you how the area grew and where things are currently expanding. A drive through specific neighborhoods will give you a feel for their characteristics and style as well as their differing price points.
- \* Let's get inside... I can arrange to provide you with private viewings of any home that is available for sale. Do you have a particular one in mind? Or are you looking for a specific price point? Just let me know.

When you have already planned on Moving to the Yakima Valley...

- \* I have a Superior Email Program that I will send direct to your email box with full feature listings with media of properties that are currently available for purchase.
- \* I will make ourselves available for when you make a Home Buying Trip to the Yakima Valley. I will have fully prepared those general and specific properties for you to view.
- \* I will be At Your Side throughout the entire process. We will assist with all the lending, inspection and escrow concerns.

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## What you Can do for Me...

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### I need you to get involved!

My interactive style will not work unless you take a proactive approach to accomplishing your needs.

When you are contemplating relocation, or have already decided to make the move to the Yakima Valley...

- \* I need you to give me your Areas of Question about the Yakima Valley. What specifically would you like to further investigate? It may be real estate values, or school districts, or job opportunities.
- \* I will also need your criteria for your Dream Home. I will start by emailing (or mailing) you homes that fall within in the criteria that you determine. This email contains all the information about the specific home that is available. Most come loaded with pictures or video tours. I will fill you in on how values in specific neighborhoods vary.
- \* When are you going to be In The Valley? Give me plenty of advance notice of when you will schedule your home hunting trip to Yakima. I will coordinate your visit so you can accomplish all the tasks you need.

I Need to Hear From You...

The whole process begins with you... Take the time today to either drop me an email or give me a call. Let's get started!

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