

## David Jordan's Client Testimonials

"David helped us paint, plant, and fix things around the house. Then he did a beautiful job staging and presenting the property. Everything was explained and David maintained a checklist to help keep us organized and on track. The property had been on the market for over one month, and we wondered if possibly we were priced too high for the market. We were thrilled when David's hard work and negotiation skills got us an As-Is offer for \$25,000 over list price!"

*-Eric and Joy Vidal*

"Everyone told us that it was impossible to find a spacious, completely remodeled single story three bedroom two bath home in a great area of Willow Glen for \$800,000. David encouraged us to look at a property he felt was a great fit for our needs. We absolutely loved the fantastic house, Booksin Elementary, and the neighborhood. We could not afford the asking price, but thanks to David we got our contingent offer accepted at \$20,000 under list price in a hot seller's market, without a counter offer from the seller!"

*-Frank Saunders and Rachel Thomas*

"I needed to sell my condo quickly, but a contractor had left in the middle of a complete kitchen remodel, and just about everything was either incomplete or very poorly done. I was very frustrated and wondering if I could get \$340,000 selling it. I bought the condo a few years ago, and David had stayed in touch and provided me with a lot of assistance after the sale. I asked David if he could get \$340,000 for my property. David immediately went to work, creating a new design for the kitchen and a detailed plan based on a budget I could handle. David found cost effective, quality, reliable contractors who fixed the many issues in the kitchen without tearing everything apart and starting from scratch. When everything was done, the transformation was truly incredible! David turned my train wreck into a sparkling showcase. I spent about \$6,500 including new dual pane windows and sliders. David's marketing generated multiple offers, and he negotiated a great deal for me at \$375,000 and a short close of escrow!"

*-Cliff Darling*

"I have relatives in the real estate business who are very successful. I'm sure they would have been eager to work with me. However, as a first time homebuyer, I wanted to work with the most professional, prepared, and ethical agent I could find, and that turned out to be David. David is a great listener and really spent time to thoroughly answer all my questions about financing, affordability, market conditions, and the whole process of purchasing real estate. I felt very comfortable that I was getting the highest level of service from David. In a short time he found my condo, negotiated a very good deal that didn't require a financial stretch to buy, and personally delivered all the moving boxes I needed. David is a great person and an excellent real estate agent. I am recommending David to all my friends, colleagues, and family members."

*-Joe Shahidi*

## David Jordan's Client Testimonials

"As real estate investment consultants, we are much more familiar with real estate matters than most people, so we decided to try to sell ourselves. We hosted open houses on the weekends and advertised on the web. After a number of months we had not received a single offer, although many potential buyers visited and we were offering full commission rates to cooperating brokers. David had come to us highly recommended by a trusted lender. David impressed us with his professional, detailed, well-researched information and marketing ideas. We appreciated his no-pressure approach, very unlike the "closer" types who just wanted to convince us to sign a listing agreement. We felt much more comfortable with David, and chose to work with him. We told David that we'd be satisfied with a few thousand under our asking price. Four days after our town home went on the market, David negotiated a deal over \$25,000 above our asking price with no contingencies. Thank you for exceeding our expectations, David!"

*-John Lundsten and Daniel O'Donnell*

"When the market slowed and over a month had passed with my condo not sold, my initial expectations for a good sale price were a little deflated. I started wondering when it would sell and for how much under list price. I really wanted to start looking at other properties, but felt I should hold off until the condo was in escrow. David made a key recommendation to re-list the condo and provide more incentive for other agents to sell it, not just show it. I was leery at first because I had heard that after reducing the list price, it is almost impossible to get what I had originally established as my list price. Within days, David negotiated an offer that was the highest ever for comparable units in the complex, \$16,000 above the original list price. I was really impressed!"

*-Bryan Lancaster*

"When we met David at an open house, we had just started the process and weren't even sure if we could afford to buy something in an area we liked. David really helped by creating a spreadsheet that allowed us to really see what we could afford based on loan programs that David felt we might be able to qualify for. For the first time we could see the numbers related to our specific situation. After that, we really felt confident that despite the high prices, with the loan programs and first time homebuyers incentives that David showed us, we could afford to buy a home, even with no money down. David listened to our needs, and the very next day showed us a new listing that was perfect for us."

*-Al and Mabel Iriberry*

"Thank you so much for being the best real estate agent ever! Not to mention a great friend. We really appreciate everything you have done for us. We'd be lost without you."

*-Erin Skitt*

## David Jordan's Client Testimonials

"I needed to find a property with good investment potential that I could also live in. David advised me on what to do with my investment property in Arizona, sold my condo in San Jose for a great price, and helped with my 1031 Exchange. David was even able to get me great financing that included a \$20,000 cash rebate at close of escrow. Everything was explained to me so I understood all the details before signing the loan documents. Thanks to David, I was able to find a duplex that met my needs at a good price, and after close of escrow I had the money to start making improvements on the property without tapping into my reserves. David, you are my Realtor® for life!"

*-Ana May Geronimo*

"I really didn't think we could afford to buy real estate in this area. We just were not prepared to live in a condo, and we needed to be in a location that had views, natural beauty, and lots of space. At the same time the property needed to be very well maintained so we didn't have to invest a large amount of money in upgrades and repairs. We spent 6 months working with another agent, and were unable to find a property that met our needs. When we found something close, we were outbid by other buyers. We were ready to give up when we decided to give David a try. After listening closely to our needs, David explained that there was one property that he felt we really needed to look at. We fell in love with it, and David negotiated a sweet deal, even though there were multiple offers. David was very patient and helped us get through it all. Thank you David!"

*-Sigrid Ann and Susan Beck*

"When we met David at an open house, it was a very different experience for us. Most agents just wanted to get our phone number. David asked lots of questions and gave us some great advice. We chose to work with David. We were getting frustrated by the lack of response from our lender, so David was able to find us a really good lender who took great care of us. David was there for everything, and when we discovered some things about the house that we didn't know about when we purchased it, David went to bat for us and made sure everything was taken care of, even though we had purchased the property As-Is. We really appreciate all the care and attention. We are referring all of our family members to David because we know that he will take care of them."

*-Rick and Alba Pimentel*

"As a single mother with a limited income, I couldn't see myself purchasing real estate in the San Jose area. Then a friend referred me to David. David showed me that I didn't need to put anything down, and that even most of my closing costs could be financed. We sat down and worked through some numbers and he showed me that I could afford to buy a two bedroom condo in a good area with fixed rate financing. David made sure to preview everything and let me know about the listings that met my needs. After finding what I needed, David followed through on all the details and made sure that everything was taken care of."

*-Autum Ehresmann*

## David Jordan's Client Testimonials

"I interviewed a number of well qualified agents for the job of selling my town home. I picked David not only because he came highly recommended by a trusted friend, but because he demonstrated a very high degree of commitment and professionalism from the start. He seemed to be more interested in taking care of my needs than "closing the deal". Shortly after we got the property on the market, David got an offer over list price. While I was pleased with the offer, I really wanted something a little better. I discussed this with David, and he went back to the buyer's agent and got our counter offer accepted for another \$7,000 over list price, even though there were no other offers. The sale price set a record for comparable units in the complex. Great job David!"

*-Frank Saunders*

"I've bought and sold investment properties in San Jose for over 25 years. I look for investment potential by purchasing properties below market value. David helped me find exactly what I was looking for. He did a lot of leg work and determined that the property I was interested in was slated for over \$30,000 of improvements paid for by the City of San Jose. On top of that, David was able to negotiate a great deal way under list price. Naturally, I called David when I needed to sell one of my investment properties a year later. David sold the property considerably over list price in a short time. I have recommended David to my entire family for all their real estate needs."

*-Ed Vega*

"We wanted to live in an older charming period home in an established neighborhood, but we did not want a fixer or a major project. Not being experts in that area, we relied on David to help us find a property that met our needs. David found the property we wanted the first day it came on the market. David also found the expert inspection services we needed to check out the condition of the property. Before we removed contingencies, we felt very confident that the property was right for us. David also negotiated a very good deal for us. We love it here!"

*-Joan Finney and Vicky Castelli*

"After our son graduated from High School, we wanted to cash out and downsize. We interviewed other agents for the job of selling our home, and chose David because we felt he could make a difference. He spent days helping us move furniture, clean up, paint, landscape, and stage the property. After the first buyer backed out, David quickly got on the phone and contacted other agents with buyers who had shown an interest. The next day we had an offer that was much better than the first buyer that dropped out of contract. David's diligence and expertise exceeded our expectations."

*-John and Ann Hope*

## David Jordan's Client Testimonials

"David was recommended to me by a colleague. I was traveling out of the country and email was my only form of communication. I was a first time homebuyer and had many questions. David responded to all my inquiries promptly, keeping me up to date on market conditions and listings that might meet my needs. Upon my return to the Bay Area, David had already previewed the list of properties I thought were interesting. As we previewed each property, David asked me about my impressions and took notes. While we didn't find what I was looking for right away, David refined the search based on the notes he took and information he collected. The next time we searched, David had selected the best fits for my needs. David was instrumental in getting information about the property I was most interested in, and was able to get my offer accepted in a multiple offer situation. He has followed up after the sale to answer a number of questions I've had. Kudos for David!"

*-Timothy Ferriss*

"I met David when he represented the buyer who purchased my condo. I thought about how well he had represented his client, and decided that I would consider working with him if I needed to buy or sell in the future. Later I decided that I wanted to sell an investment property I owned in the area. Instead of rushing to get the listing and put the property on the market, David was concerned about the tax ramifications, and recommended that I first consult with a CPA about doing a 1031 exchange. The meeting with the CPA that David recommended was extremely useful and informative. I learned that I would have been subject to heavy tax penalties by selling that property at that time. As a result I decided not to move forward with listing the property. I was extremely grateful that David put aside his interests to make sure that my interests were well served."

*-Grace Hicks*

"I've been in the mortgage business for 20 years, and I deal with many real estate agents on a daily basis. Having worked with David on multiple transactions, I believe him to be one of the best agents I have had the privilege of working with. He is thorough, detailed, ethical, and dedicated to his clients."

*-Stacy Theilen*

"Moving to the Santa Cruz area from Sacramento, we wanted to work with an agent who was willing to invest time to understand our needs and do a lot of legwork before we'd make the long drive to preview properties. Using David's best fit analysis system, we were able to clearly identify which properties best met our specific needs and priorities. As a result, we felt very comfortable about making our decision. We felt that David did a great job representing us."

*-Lorin and Nancy Frank*