



**PATRICK SMITH**

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## CLIENT TESTIMONIALS

“ Good realtors are hard to come by, especially in a competitive market. My wife and I had the pleasure of working with Patrick Smith on the purchase of our first home. Patrick very diligently brought to our attention relevant properties, physically checked out the ones we were interested in, and gave us insightful information and things to think about throughout the process. Patrick's responses were very timely 24/7 and made the buying process VERY easy by providing lists of the steps we needed to complete. Finally, we really felt that Patrick was on our side and represented our interests with no sales pressures whatsoever. Patrick also provided excellent recommendations for services from moving to flooring contractors. Thanks Patrick! ”

**Brad T.**

“ I cannot say enough good things about Patrick! He is an excellent realtor. He made the process of home buying so smooth that it seemed easy. His expertise and experience were apparent, and appreciated, when it came to negotiations and suggestions. He recommended a great lender who helped us through the financing process from beginning to end and was available for questions and concerns at all times. I would highly recommend Patrick to anyone who is looking to buy or sell a home in the area. He is a wonderful person to work with. ”

**Abby W.**

“ In the highly competitive climate that is the Washington, DC real estate market, it is indeed a rare moment that you run across authenticity and acumen in one person.... Enter Patrick Smith with Turning Point Real Estate. Patrick Smith represents something so refreshingly intelligent, honest, kind and effective that work is very efficient, seamless, and dare I say...fun??? With Patrick's extensive knowledge of market history and current trends, as well as creative solutions to get buyer and seller in agreement, my husband and I immediately felt comfortable with every step throughout the buying experience. Patrick's common sense, reassurance, market analysis and confidence allow everyone concerned to drop the barriers and get the deal done. His genuine and caring nature engenders much positivity and sets the bar high, so much so, that candor and collaboration between all parties is the only acceptable response. As a first-time homebuyer, my husband and I were having trouble pulling the trigger on a home in the very expensive market of Washington, DC. Patrick helped us sift through all the homes on the market to determine which ones met our criteria and stayed within our budget. Navigating through the selection of a home inspector and services to get us into the house (floor refinishers, movers, handymen, ladders recommendations, etc.) were amazing and I will continue to go back to Patrick for recommendations in the future. We are extremely happy with our home and can't wait to refer Patrick! ”

**Stacy T.**

“ We recently worked with Patrick to find a home, and I can't say enough about his skills and knowledge. And this being our second house, we have worked with other realtors and the contrast between the experiences was pretty incredible. And there were a lot of variables that made our house hunting particularly challenging: we were on a tight budget, both with time and finances; and we were not willing to compromise on schools and commute, etc. In the end Patrick helped us find a fantastic home in a neighborhood we love. He was able to answer any question we had at any time, and was always patient and courteous with us and those we were negotiating with. All in all, it was an excellent experience from beginning to end. ”

**Adam Z.**

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“ This is our second review of Patrick and we are happy to say that we remain diehard fans! Patrick has helped us with advice on several and sold two properties in both Maryland and Virginia for us. He is always professional and cares about your interests as your own family would. We recommend Patrick to anyone who needs a realtor or even just sound advice on real estate and rentals. Thank you Patrick for going above and beyond. ”

**Tony Y.**

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“ Patrick is a fabulous real estate agent! Over the course of several weeks, he spent several days walking us through various houses and neighborhoods in Rockville and explaining the various pros and cons of each property. He kept us up-to-date on new options on the market, and patiently answered all of our questions. He provided recommendations for excellent mortgage lenders. He helped match us with the perfect house and neighborhood for our family. It was an absolute pleasure to work with Patrick, I would highly recommend him to anyone looking for a real estate agent in the D.C. area. ”

**Rachel Z.**

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“ I met Patrick over the phone after seeing his number on a sign for a property that he represented. Since it was more of "dipping our toes into the water" experience, we did not pursue purchasing the home, especially since we were out of the country and did not have a set date for our return to the U.S. However, Patrick struck me as a true professional. He was patient, candid, and responsive to any questions, doubts, and "timeouts" that I had over the course of more than a year. That he never attempted to push us into a choice that we were considering, but rather, let us decide for ourselves, while offering his matter-of-fact opinion, really helped us figure out what we wanted in a house. In the end, Patrick's patience and guidance allowed us the patience with ourselves to figure out the house of our dreams. ”

**Anton B.**

“ We contacted Patrick via a friend referral who were also preparing to sell their home. From day one, Patrick not only demonstrated invaluable knowledge of the area but has a very good understanding of the marketing and real estate vehicles available to him/us. After a good deal of prep work and coaching, we listed the home as coming soon and we had a solid offer in 5 days. Some may chalk it up to luck but it's our feeling that working together helped this transaction be as successful as it was. ”

**Jake W.**

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“ We had an aggressive timeline when we decided to sell our house. We were looking for a local realtor who was not only knowledgeable with the Rockville area, but was also familiar with our subdivision/neighborhood specifically. We also wanted someone who really cared about us as clients and not just another sale or commission. We're lucky our friends referred us to Patrick! From the start, Patrick was transparent, responsive, and had a customized yet flexible marketing strategy to sell our house. He made us feel very comfortable with the timeline and that it was realistic/achievable. He kept us on track with everything, including being our informal "project manager" for our to-do list, letting us borrow his company truck to move our stuff, even handling last-minute requests from the buyers before closing day so that we personally didn't have to stress about it. **How's that for above and beyond?!** The result: Getting an offer over asking price on our house within a week of listing it as Coming Soon & Under Contract two weeks ahead of our first scheduled Open House weekend! We couldn't be more grateful and thrilled that Patrick was able to help us with this critical chapter of our life. ”

**Kim T.**

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“ Patrick was very easy to work with. Since we were very proactive clients and often jumped on the newest listing, he always made himself available to us to show us the prospective homes. In the short period we worked with him as a buyer, he showed us multiple homes during the week, sometimes a couple crunched in during lunch hours. He was very knowledgeable of the area we were considering and thoroughly explained things we questioned. He was very good at giving an unbiased perspective and we never felt like he was being pushy with any given house. During negotiations, we would get caught up in the little things and he would help keep us grounded. He had a difficult case, in that he had to negotiate with a committee of people for the home we eventually purchased. In the end, we got a very good deal with the help of Patrick. ”

**Helen W.**

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“ Patrick is extremely organized and knowledgeable. We never had to wait for a response to questions and he kept us informed throughout the whole process. He took beautiful pictures of our home and held Open Houses practically every weekend. Our house sold quicker than we thought it ever could and now our next door neighbors are working with Patrick! ”

**Lee W.**

“ Patrick Smith is an exceptional realtor who walked us through what would normally be a very difficult process of finding and buying a home from many states away. He is very knowledgeable and thorough. **He went above and beyond** in making sure that we know the area and have all resources at our fingertips. He was very courteous also during our showing days, driving us around and explaining the area. He had drinks and snacks, and even resources to occupy our 10-year-old! If you are looking for a realtor that knows the area and is highly professional, Patrick is the realtor for you. He's lived in the area his entire life and he absolutely knows his profession inside and out. To top it off he has high integrity and will work to make sure you have the best experience possible. ”

**Julie E.**

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“ Patrick is very knowledgeable about the area since he is a local and will provide great advice and insights on various neighborhoods. He was super responsive and really took his time in showing us properties and providing frank answers. We were first time home buyers and new to the area, so he had our back throughout the process and made the process stress-free. ”

**Niru Y.**

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“ We loved working with Patrick. We relocated to Boston and Patrick was extremely responsive and made sure we had everything we needed to manage our home sale remotely. **He went above and beyond** and exceeded our expectations. ”

**Jessica S.**

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“ Patrick was very helpful throughout the entire home buying process. He is very knowledgeable about the area we were interested in purchasing and provided all the information regarding the home. If he did not have the information, he would provide that information within 24 hours. He is also very responsive and was present throughout the entire closing process to help us, as first-time home buyers, [with] any potential issues we need to be aware of. I have already recommended him to friends and recommend him to anyone looking to buy/sell a home. ”

**Mimi Y.**

“ Due to family changes, we had to relocate to Virginia quickly. Thankfully a friend recommended Patrick because he made a tough time much easier. We had planned on renting but he found us the perfect house quickly and we didn't have to rent. We also did most of the work from Florida but never felt worried that Patrick wasn't on top of everything. We are very happy with our house and Patrick. We highly recommend Patrick.”

**David C.**

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“ Patrick has been not only proactive but also knowledgeable about the neighborhood and laws pertaining to real estate. He tells it like it is but is charming and thoughtful. His guidance has been extremely helpful in helping us purchase a condo.”

**Rita L.**

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“ Patrick was a true pleasure to work with on our home purchase. He helped us locate the best home for us and he was instrumental in helping to facilitate a smooth and quick close. It's easy to recommend Patrick based on our home buying experience. Always quick to respond to all forms of communication - text, email, phone etc - Patrick embodied what an agent should be - an excellent communicator who smoothly facilitates a home sale where all parties come away pleased.”

**Adam M.**

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“ Patrick provided excellent advice on various upgrades/fixes that allowed us to maximize our return on the sale. He was very diligent in following through the fixes to ensure the work was competent in order to represent same to prospective buyers. He was very active in holding open houses and interacting with prospective buyers which enabled us to sell and close on sale with 90 days. Patrick is friendly and very experienced. I really have no issues with Patrick, would use him again to sell a house and highly recommend his services to you.”

**Steve E.**

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“ Patrick was respectful, patient, and a true advocate for our particular needs. He helped us through a number of early setbacks, allowing us to ultimately secure the right property at the right price. Patrick was knowledgeable, flexible and responsive, and always willing to answer our questions. He also showed genuine excitement and interest in the process, and made us feel very comfortable as first home buyers. Patrick is highly recommended!!”

**Heather A.**