

## What Tammy's Client Say

### **Fort Sumner Client Testimonials!**

*We were extremely pleased with Tammy Durbin's very professional services as our real estate agent in the selling of our home in Ft. Sumner at 5044 Westpath Terrace.*

*Tammy Durbin's expertise was invaluable in every detail up to the final sale. It was excellent considering the market was at its lowest rate at the time.*

*We would highly recommend her for her attention to detail and a strong personal empathy to our needs until we moved to Maplewood Park Place, a lovely retirement community in Bethesda.*

*– Dr. and Mrs. James P. Hartley*

*I cannot recommend Tammy highly enough. She sold my childhood home in Fort Sumner after the passing of my father. She took a genuine interest in the history of the house, and was sensitive and respectful in making beneficial recommendations to help improve its marketability. Additionally, when we had some challenging moments with one contract, Tammy went above and beyond her job as my agent. She was a steadfast and persistent advocate for my best interests, and I remain most grateful for her efforts. Tammy is a class act and true professional. I would use her again in a minute.*

*– Donna Philpitt*

*After my mother's passing and it was time for my dad to sell their Fort Sumner home of 40+ years, he already knew he would enlist the services of Tammy Durbin to sell his house. He knew Tammy from both the neighborhood (she lived there also) and their church, and he considered her to be the neighborhood expert. She did not let him down and provided tremendous help with all of the many details.*

*At this point, my dad was in his mid-80's so with Tammy's guidance I coordinated preparation for the sale of the house. My parents had maintained the home well, but it needed a lot of work to look its best. Between paint color and carpet selection, new lighting, refinishing the original oak flooring, landscaping, etc., many questions popped up. Tammy was always available, incredibly responsive, and generous with her time and solid advice.*

*Tammy's knowledge of Fort Sumner and the surrounding market enabled us to price the house to perfection for a fair but rapid sale. This was important because my dad had a significant tax exemption deadline looming.*

*I would highly recommend Tammy as a real professional to anyone who will be buying or selling a home.*

*– Rick Rogers*

*Tammy is an outstanding real estate professional. She understands the market and what it takes to sell a house. We were not in town while our house was on the market and she took care of everything in our absence, including preparing the house for sale and supervising repairs. We put our house on the market during the Thanksgiving/Christmas season, which was probably not the best timing. However, she told us to be patient and we eventually sold our house at a great price. I would highly recommend her, especially if you live in the Fort Sumner area. She is someone who you can trust to give you honest advice and will do everything necessary to sell your house at the best price. She earned every penny of the commission we paid her.*

*– Renie Grohl*

*We put the house we had owned and lived in for 33 years up for sale in October 2005. We interviewed several real estate agents before choosing Tammy and selected her because of her honest and realistic assessment of the market. As our agent, she gave us sound advice regarding a key issue - whether to rent or sell. She also guided us as to pricing, preparing the house for sale, and the optimal time to put the house on the market and hold an open house. Her strategy bore fruit as we received three offers - each with an escalation clause - a few days after the open house.*

*Looking back, it was a wise decision to select and rely on Tammy. Our house sold for more than we expected and in a short period of time. We remember her very fondly and have recommended her to several of our friends in the*

Washington area.

– Cecile and Moody Burney

*Tammy Durbin helped us make a major smooth transition in our lives, when we moved from our long term home in Fort Sumner, Bethesda, to a near-by condo. We found her knowledgeable not just of the real estate industry but of Bethesda and surrounding communities. She was immensely helpful at every step of the sales process, directing us as necessary to other service providers from staging to mortgage companies.*

*She was available to accompany us to showing and to write contracts at hours that suited a working couple. She is practical and helped us be realistic both in pricing our home and in placing offers. She remained on our side while helping us recognize possibilities and constraints. She is well connected to local realtors and as a result is very much on top of what's for sale and what may be coming on the market. As a result, we bid on our new home before it was shown to others.*

*Tammy is also perseverant and patient – with us it was probably long-suffering. From the time we began looking for a new home to our final settlement at least three years passed. We remain very grateful for her help.*

– Burt and Anne Fishman