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Snoqualmie Valley



Cook Real Estate: helping
you find your dream home

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Whatever a client needs, whether it's finding their dream home or leasing the perfect space for a new business, Cook Real Estate can make it happen.

"There has to be a passion for what you do in this business," said designated independent broker and North Bend resident David Cook. "If you are passionate about your job, success is bound to follow for both you and your clients."

One client was interested in land on North Fork Road in Snoqualmie road that was only accessible via helicopter, so Cook arranged for one. When Frankie's Pizza co-owner Chris Garcia wanted to open a new store, Cook got him a great deal on his second location. So impressed, he went to Cook when he wanted to sell his home. Twenty minutes after the listing went up, it sold for \$14,000 more than a similar home in Garcia's neighborhood had sold for two weeks prior with a different company.

"I felt like I got a good deal," Garcia said. "I really have enjoyed all my

business transactions with him. He's very thorough... I describe him as fast, friendly and efficient."

Robert Yerkes of McClellan Building Operating Company in North Bend noted that Cook signed a new tenant to his commercial building prior to the expiration of the existing lease, adding several riders to the lease to increase his level of personal protection.

"We'll do what it takes to get the job done," Cook said.

David Cook said he offers a full service real estate company at discounted prices. More than doubling in business each year since opening in 2003, Cook hired two additional agents, Laara Van Bryce and Caroline Loudenback, who share his customer service skills.

"We provide top notch service," Cook said.

Able to adjust his commission deals to fit the client, property and circumstances, Cook also offers free home warranties with listed coverage including



David Cook, left, hands Chris Garcia the keys to his new home in the Si View neighborhood of North Bend.

professional listings in Northwest Multiple Listing Service (which is also used by larger real estate companies), quality photographs and virtual tour capabilities, enhanced Internet exposure, local marketing efforts and professionally designed marketing materials and event-style broker and public open houses.

Additionally, Cook offers clients comprehensive Comparative Market Analysis (CMA) free of charge to review comparable sales, current market listings and other information for homeowners and buyers to make an intelligent decision. Cook

said that about two thirds of his business is residential, while a third is commercial. He has also seen an upswing of land deals. The key to good real estate business is flexibility, Cook noted.

"I can do what's necessary," he added.

A native of Illinois, Cook graduated from Bradley University in 1992 with a degree in Business Management. After college he moved to Seattle because he was attracted to the Washington State landscape. In 1997, he bought his home in North Bend, marrying Lisa in 2001.

Together they have a two and a half year old daughter named Jillian.

Viewing real estate as a natural progression to his career at the time, Cook joined Coldwell Banker Commercial Bain Associates of Bellevue as Director of Property Management in 1999. Eventually finding himself frustrated with the operations at a large company because of an inability to find a way to make difficult transitions work to the benefit of the client, Cook branched out on his own creating Cook Real Estate, in North Bend, which brokers deals for residential and commercial properties, plus provides leasing and property management services.

One of the biggest mistakes when making the decisions to buy or sell a home is to do it without assistance, he said. According to Cook, a majority of these deals fail.

“Real estate is all about sales, marketing and promotions,” Cook said.

“I always encourage people to shop around” he said, estimating that there are about 350 agents in the Valley, each working as independent contractors rather than employees. “It all comes down to credibility... One way you can tell a good agent is to see



Debi Beyerlin of Integrity Escrow Services Inc. in North Bend receives a purchase and sale agreement for a home Laara Van Bryce listed in Snoqualmie.

how they promote themselves.”

“Any time someone buys and sells with me, I try to give them the best deal possible,” he added. Cook has set up relationships with local companies for client benefits including free home warranties, credit toward escrow fees, free appraisals, discounts on home inspections and carpet cleaning and more; Cook Real Estate does not receive anything for the deals, but instead wants to provide added value to Cook clients.

“When people come to Cook Real Estate, we try to give back to the community,” he said. Cook just announced his most recent community-focused effort: To renovate a building in downtown North Bend. Cook is looking to restore a building in the historic district the

way it appeared in the 1920s.

“Frankly, I’ve been blessed with the success that the company has had,” he said, noting that his agency donates time and money to various local charities. “But I want to do something more to give back to the community that’s been so generous to me.”

Cook has done real estate deals all over Washington State, focusing primarily in Snoqualmie, Carnation, Fall City and North Bend. However, Cook noted that he has started to expand into new neighborhoods including the Snoqualmie Ridge starting this spring.

For North Bend resident Rita Ockert, who just bought a house with her husband at the end of 2005, Cook provided her with much needed guidance while her husband traveled for work. Serving as the buying and the selling agent because another agent Ockert used didn’t work out, she said she never doubted his honesty or intentions.

“He was very honest, very dependable, he was there for me always,” she said. “Without him, I’m sure we wouldn’t have gotten the house we wanted. I would not hesitate to recommend him to anybody,” she added. “He’s a great guy.”

**Cook Real Estate is located at
229 Ballarat Ave. N. in North Bend.
They can be reached at (425) 888-7774 or
online at www.cookreservices.com**