

# Stable. Dependable. Trustworthy.

These are the qualities you want in a home, but they are also traits you want and need when choosing a real estate broker and a mortgage broker.

Buying, selling and financing a home are often the most significant financial transactions you will make. That's why it is important to work with an advisor you can trust, who has the experience to explain the process in a way that you understand what's going on every step of the way and then to guide you through each one of those steps.



**Ed Irwin of Integra Real Estate & Mortgage** is that advisor. With a law degree and more than 30 years of experience in the real estate and mortgage industries, Ed makes the process of buying, selling and financing homes a smooth one for all of his clients and he'll do it for you. Whether you are buying your first home or refinancing your most recent purchase, Ed can not only get you the best deal for your situation, but he can explain the options available to you so that you know how and why you're getting the best deal.

## And we're not the only ones who think so...

"When we started the process of home buying, we were perplexed at the daunting task ahead of us and wondered how we would ever get it done ... but that all ended when we met Ed. Right from the start we knew we had found the right person to assist us in our home purchase. After twenty years in specialty retail sales, I have developed a fairly high standard for customer service, and Ed won me over in the first few minutes."

—Kaj Bune

"Ed's availability, knowledge, and warmth led me to refinance with Integra."

—Mim Collins, Seattle

"Ed Irwin is one of those rare people who is as good as advertised. He lives up to the hype by keeping all of his promises. Simply put, he delivers."

—Don and Deanna Shelton, Seattle

"Ed is always up front ... I have recommended him to many people. He will dig out every possible option and makes sure everyone is comfortable and understands. Ed's thoroughness influenced me to choose Integra above the rest."

—Ken Mackinster, Kent

"Ed is very personable as well as knowledgeable. He explained things to me in a way I could understand."

—Lori Horand, Kirkland, WA

"Ed has always been interested in our family and our goals. He is very responsive to our questions and concerns and he gets right back to us with answers. He really fights for us. And, he is always studying and always knows what's going on in the industry, including the recent Freddie Mac and Fannie Mae bailout."

—Brian and Sarah White, Woodinville, WA

"I was a first-time home buyer, so I was blind going in (to Integra). A friend recommended Ed as a financial advisor. When I met Ed, I was sold on his friendliness, professionalism and analytical nature – he explains options and processes and respects the client's ability to recognize good real estate and mortgage choices."

—Ben Benninghof, Everett

"Ed is great. I have used Integra twice for real estate and mortgage financing and once for a refinance. It was a great benefit to access these services in one location – a fluid, seamless, and flawless execution of combined services. Ed is intelligent, easy to work with, and excels at providing options."

—T.L.

"Ed is about informed choices. He is professional, flexible, and individualizes clients' needs. I was so impressed by a friend's referral about Ed's efforts to help him make good decisions that I had to go with Integra. When I consulted Ed, he produced a spreadsheet with all mortgage options, so I could see all my choices—pros and cons. I never expected such service. He takes an incredible amount of time to educate clients. We have since referred Ed and Integra to several people for their convenient services, welcoming manner, and family-oriented team of professionals."

—Sharon Barker, Auburn

"Ten years ago Ed Irwin helped us find our current home. The number of obstacles we encountered on that purchase seemed insurmountable. However, Ed's tenacity, knowledge and patience proved he wasn't just your average real estate or mortgage broker. I was so impressed with him at that time that I

*Get the advice, expertise and service you deserve when buying, selling or financing your home.  
Contact Ed Irwin today for your free consultation · [Ed@myIntegra.com](mailto:Ed@myIntegra.com)*

MAIL 1917 6th Street  
Kirkland, WA 98033

TEL 206.275.4500  
WEB [www.myIntegra.com](http://www.myIntegra.com)



**Your Real Estate &  
Mortgage COACH™**