

Past Client Testimonials for Scates Real Estate

December 2018

"Brian made selling and buying our homes a smooth and painless process. He listened to our concerns, supported our opinions, and navigated the process in a calm and credible way. We so appreciate him and would recommend him to anyone looking for a top notch agent!"

Scott & Nicki

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

November 2018

"Brian was so kind and helpful from the very start. He was extremely flexible and really took our need to find a house as soon as possible seriously. He listened to all of our wants and needs and found us a great first home."

Chrissi & James

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

November 2018

"Brian was absolutely wonderful to work with! He was extremely patient while we asked a TON of questions and made him show us house after house. He made this huge process "easy and fun!"

Josh & Lauren

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

October 2018

"Liked the app for showings and walk-ins. Guided us in preparation for selling, paint, staging, carpet, etc. Available for contact, may to reach, etc."

Kathy

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2018

"Brian and his team were fantastic to work with. They made us feel extremely comfortable throughout the whole buying and selling process. They are true professionals. Brian sold our home in less than two days on the market

and for above asking price. During the buying process, we looked at over 30 houses over the course of five weeks. Brian was flexible and accommodating to our schedule during the search. When we found the right house, Brian navigated the purchase and post-inspection negotiations with ease. We would highly recommend Brian and his team."

Steve & Kendra

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"We had an awesome experience with Brian! We needed a lot of help because it was our first real estate purchase and he went above and beyond for us! Great guy, highly recommend!"

Casi

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2018

"Brian helped us find our "forever home". It's so much more than we dreamed it could be! Having his insight and expertise as a resource in the journey made us feel confident in our decision. As an agent, he was prompt with response, knowledgeable, thorough, and friendly. He had great suggestions for our unique situations as sellers, and then as buyers. We will absolutely recommend him to more friends and family!"

Becka & David

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2018

"Brian helped us sell our starter home. As first time sellers, we had a lot of questions, to which he had every answer. His recommendations of how buyers view our home truly made a difference in presenting it best. We felt comfortable knowing that we had someone who was just as excited to show our homes features as we were. He and his colleagues have created a seamless system which made the process simple for us as sellers. We highly recommend Scates Realty!"

Becka & David

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2018

"Brian is very knowledgeable and good at what he does. He was quick to respond to any questions I had. He made the selling and buying process go very smooth."

Barb

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

October 2018

"Liked the App for showings and walk ins. Guided us in preparation for selling, paint, carpet, etc. Available to contact and easy to reach, etc."

Tom & Kathy

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2018

"Brian and his team were awesome! He worked with me through the buying & selling process and made sure everything went smoothly. He was readily available to answer any questions I had and/or to meet me at a last minute showings. I would highly recommend working w/ Brian Scates!"

Holly

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian was a great asset in our home buying process. He was available when needed and was quick to respond to our questions. We will definitely use Brian's services in the future if needed. I would recommend Brian and his expertise to anyone!"

Aaron & Amber

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian was a great asset in our home buying process. He was available when we need and quick to respond to our questions. We will definitely use Brian's services in the future if needed. I would recommend Brian and his expertise to anyone!"

Aaron

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

April 2018

"He was very responsive to my message and questions. Being a first time home buyer there was plenty to ask. Brian was helpful in it all. He always had time to set up showings no matter the distance between each he made it work. He was very nice and informative on all the houses and helpful in pointing out some of the pros and cons for each place. If I was to get into the buying/selling market again Scates Real Estate will be the one, I call."

Jose & Andrea

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

April 2018

"We enjoyed working with Brian Scates. His professionalism and expertise made the teamwork that we shared second to none. We would most definitely recommend him - already have!"

Kent & Lynette

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

February 2017

"Brian was very knowledgeable and great to work with. He was always looking out for my best interests. Being a first time home owner, I was unsure of what to expect, but Brian made the process very easy."

Erik

May 2018

"I have been working with Brian for around 8 years and have never been disappointed. He is extremely knowledgeable and responsive. We have very particular criteria in the properties we buy and Brian has been able to find them and negotiate prices that have been great deals for us."

Don

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

May 2018

"Brian is an efficient, responsive, and knowledgeable agent who adopts modern tools to your advantage. He has every quality you would expect from a top notch agent. He helped us selling an apartment and I strongly recommend him."

Ali

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian helped me narrow my search area and identify the properties which would closely match my wants and needs. He offered insight into how a property would accommodate my lifestyle and understand the options in each property I considered. He listened carefully to my concerns and helped me find the best property."

Michele

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brain made my home-buying experience so easy. He was attentive to my wants and needs in a home, and made sure I got what I wanted. Very professional, he worked with my schedule effortlessly and was very attentive to what I wanted in a townhouse. Since I was buying my first house I had a lot of questions, Brian always responded quickly and helped me understand the whole process. If he didn't know he got right on the phone and got me an answer. I'll definitely be contacting Brian when the time comes to move again!"

Emily

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian was absolutely fantastic. He worked tirelessly to build anticipation for our listing, resulting in 12 offers in 3 days! I could not be happier with the selling process from start to finish. I already know that we will be working with Brian for our next house!"

Amanda

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian was amazing to work with! My husband and I were in the market to buy our very first home. We worked with a family/friend realtor for over a year. He showed us close to 50 homes and after 8 unaccepted offers, we were frustrated and wanted to try a different realtor. We saw a home that we absolutely loved on MLS and decided to switch things up and reach out to the listing agent (Brian) directly. He contacted me right away and was honest about the listing which I greatly appreciated. Brian showed us the home on the first day the house went on the market and we absolutely loved it. We put in an offer right away. Brian helped educate us about what makes a competitive offer and he never forced us to offer more than what we were comfortable with! I would definitely work with Brian again - he knows what it takes to win an offer in this crazy competitive seller's market. He is knowledgeable and educational - both great attributes, especially for a first time homebuyer like myself."

Youa

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian was great and we would use him again in the future for sure."

Dustin

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"When I first met Brian, I knew I had the right person for the sale of my home. He was very confident and sure that he would have no problem selling my home. Two days on the market, my place was sold! I would recommend him to anyone!"

JoNell

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian is a true professional at his job, He has excellent follow through and understands the real estate market very well. The past transaction was our third with Brian and, as always, went very smooth!"

Donna

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2018

"Brian is nothing short of a real estate expert! We have worked with Brian on three transactions and all three went flawlessly. I will be using him on my next transaction."

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

Paul G.

January 2018

"Brian's expertise and professionalism is second to none. He sold our house for full asking price the first day it was up for sale. The process was smooth and stress free."

Oliver & Alicia

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

February 2018

"Brian is super great to work with! Very knowledgeable and patient. We couldn't have asked for a more sincere realtor during our home search. Thank You!!"

Jess & Jessica

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2017

"Brian is a great real estate agent. I spoke with 8+ real estate agents in the Minneapolis area before choosing Brian and am very glad that I worked with him."

Local Knowledge - I was very impressed at Brian's knowledge of the area. He knew what houses and neighborhoods fit our financial, family, and lifestyle situation and took us to good spots.

Process Expertise - I am a person who asks a lot of questions and Brian was always there with the answer, or tracked it down very quickly. He was patient with all of my questions as a new homebuyer and knows his stuff about real estate. This came in handy especially during the home inspection when he was able to walk me through the entire process while I have literally no experience.

Responsiveness - I think the longest I waited for Brian to get back to me was 3 hours. He almost always picked up the phone or immediately texted / emailed back. He is always ready to talk and answer questions. Each time we talked he made sure I understood everything and didn't cut the conversation short.

Negotiation Skills - I thought Brian was really good. He handled the negotiation professionally and went to bat for me. I do feel that he could have been more aggressive initially, but he was willing to go with me on how I thought we should negotiate and then guide me when we needed to shift gears.

We really love our new house!"

Bryan & Tricia

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2017

"We were relocating from out of state, so having an agent that could serve as our eyes and ears on the ground was crucial. Brian was fantastic to work with. Our timeframe was very aggressive. We flew into town for a long weekend, setup house showings for two days and wanted to leave town with an accepted offer. Without Brian's help, I do not think that would have been possible. We were very up front with him about what we wanted and what we didn't and he stuck to that. He didn't waste our time with houses that didn't match what we were looking for.

Brian's help though the offer and negotiation process was also invaluable. We put an offer in on our house at about 5pm on a Friday. After some back and forth, we had an accepted offer at about 1am Saturday morning. Brian was on the phone and texting us throughout the entire back and forth, giving us the room to make decisions when we wanted to, but also offering advice when we asked his opinion. He was never pushy.

Overall, Brian was the ideal agent to work with. Very knowledgeable, thorough, and always available (especially for us with a 2-hour time difference)."

Sean & Alissa

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2017

"Brian is awesome, did a great job of marketing our home and brought in tons of interested buyers the first day of listing and got a higher price than we listed."

Britta

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2017

“Brian is one of the most outstanding professionals in the business. We have purchased our 3rd home and this was one of the smoothest transitions yet, thanks to Brian and his team. They have done a fantastic job taking care of us at every part of the process. We will definitely be telling our family and friends if they ever need a Realtor. Thanks Brian!!”

Ryan & Brad

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2017

“Brain is an experienced professional and is a seasoned negotiator. We were happy to have him work on our behalf!”

Paul

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2017

“Brian was great to work with. He is very knowledgeable regarding the current real estate market. He is professional, responsive and experienced. He helped us negotiate for the home we wanted to buy. He made the whole process very easy.”

Vicki

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2017

“Brian was very professional and competent. He knew his business and we had a good transaction.”

Patrick

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2017

"Brian was great to work with. I didn't know what to expect with not knowing any realtors in the cities and he was beyond great to work with. Very responsive anytime I had a question and to go to showings. I would highly recommend Brian and will be working with him in the future!"

Aaron

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2017

"Brian was there from start to finish and was always available no matter time or day. I had questions/concerns on a couple of Sunday evenings where an average agent may send you to their voicemail. That was not the case with Brian, he picked up or got back to me very quickly and was always ready for business. would definitely recommend Brian to friends and family."

Adam & Megan

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2017

"Brian was very professional in both helping us sell our home and buy a new one. He was always on time, got back to me fast, and was in constant communication with me throughout the entire process. I highly recommend Brian, he made the whole process easy and stress free."

John & Miranda

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2017

"I honestly have no complaints about my experience with Brian Scates. This is the first home I've purchased, and I felt like he did a good job explaining and walking me through the entire process. When I contacted him, he always responded right away and was able to answer my questions. Also, the negotiations went very well. Everything I

asked for he was able to negotiate. Overall, I had a good experience. I consider Brian Scates to be a good realtor, and I would certainly recommend him."

Justin

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2017

"We have worked with Brian a number of times over the years. This is so because of the exceptional professionalism, structure, organization, and overall support throughout the process. Always fantastic from start to finish."

Scott

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

November 2017

"Very helpful and very responsive! Did a great job coordinating series that were required to comply with buyer inspection and/or Minneapolis inspection."

Darryl

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

December 2017

"What more can we say about Brian Scates and his team!!! Brian helped us navigate the crazy Wayzata School district housing market with ease. He steered us in the directions only he could know with years of experience in this market place. Brian listened to our questions and concerns, calmed us when stress was high (thanks again). Brian negotiated a price well under appraised value and ensured he had us covered along the way.

When we had struggles with removing our contingency due to a counter offer he even had a finance partner ready to help if needed. His title company couldn't have been more professional. Brian has it covered and he even sold our existing home in 2 weeks!!!!

Brian's marketing is second to none and he would be a great addition to anyone's home buying & selling process, you won't be disappointed in choosing to work with Brian Scates and his team."

Jacob & Tiffany

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

December 2017

"Brian Scates has been an excellent resource during our home buying process. He is extremely professional and highly responsive. Brian helped educate us throughout the process. We will definitely be working with Brian again in our future purchases."

Alison & Mario

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2017

"Great to work with. Multiple offers on our home above list price and Brian helped work through any issues and negotiation with the buyers. We are very happy."

Jesse & Christina

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2017

"Brian was in contact even up to the late hours. He coordinated the house staging and repairs. Worked through the multiple offers to get the best which worked well for us. We were not at closing, but Brian did everything on our behalf. Keep up the good work!"

Isaac & Martha

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2017

"Brian continues to exceed expectations with his professionalism, organization, support, knowledge, and ultimately outcomes. We have never had anything other than exceptional experiences with Brian."

Christine

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2017

"For a first time home buyer, Brian was helpful explaining all steps."

Anjana

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2017

"I cannot say enough great things about Brian, and I highly recommend him as a Realtor.

I had been trying to sell my property for three years and then a severe set-back made it clear I had to make a change. I'm so grateful that I found Brian as he SOLD my property in just a few months.

Brian is honest, professional, knowledgeable, experienced and kind.

If you are the market to buy or sell a home, I'm quite certain Brian will work very hard to meet your needs."

Libby

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2017

"Brian was in constant contact until my mother found the right house to suit her needs. Once she made her offer and it was accepted, he was ready to go with an inspector who exceeded expectations by miles and a title company (Executive Title) that did not just make the title clearance and settlement prep effortless, they also provided a relaxed (and candy filled) environment for a relaxed and speedy closing. He is also handling the upcoming sale of my mother's current home. His marketing materials were top notch and there was an offer within two weeks that he worked hard to eliminate some problematic contingencies from. We would highly recommend Brian for your real estate needs."

Steve

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2017

“Brian handled the sale of our townhome in White Bear Lake and he worked tirelessly for us on the purchase of our new home in North Oaks. I cannot say enough good things about Brian he is honest, ethical and tenacious in his business! My husband and I have purchased MANY properties (in Minnesota and other states) and we have never had a better experience (both selling and buying) than we did had with Brian. He worked very well with us, the sellers of our current home, the buyer of our townhome and all of the realtors! You couldn't pick a better realtor than Brian Scates, Brian really gets the job done!!!!”

Shelley & Mark

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2016

“Brian was a fantastic advocate during the entire process of selling my condo. He was knowledgeable, responsive, and understanding of my needs and goals for the property. I highly recommend Brian for any real estate issue and look forward to possibly working with him again in the future.”

Angie & Josh

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

November 2016

“Brian was extremely professional and helped us buy our first home in Eden Prairie, MN. As most first-home buyers are, we had a TON of questions and Brian helped out with everything that we asked of him. The thing that we liked with Brian the most was the willingness to listen to what we wanted on the front-end and then being able to tell us which houses were not right for us, even if we asked to see and look at the house. The laid-back atmosphere that Brian gives off made the home-buying experience more relaxing than you could imagine with zero pressure to purchase any given home. Thanks Brian!”

Nick & Gillian

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2016

“Brian has been great to work with for both selling our home and helping us look to buy. He has been knowledgeable, honest, and responsive in both the selling and buying process.”

Katie & Jimmy

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2016

“Brian listed and sold a property for us. He answered our questions and counseled us on the process of selling a house in the twin cities area. Brian’s knowledge, professionalism and trustworthiness were very much appreciated.”

Bill & Jan

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2016

“Brian worked hard, was knowledgeable about the properties he was showing, and was always highly responsive to questions throughout the process of finding a new home for our move to Southwest Minneapolis. We especially appreciated his insight during the negotiation process, in which he urged us to make a couple decisions that resulted in keeping us involved in the process and ultimately securing the property we wanted. Thanks for your help Brian!”

Laura & Nick

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

November 2016

“Brian was very knowledgeable and helpful through the entire duration of finding our new home. His guidance and council helped my wife and I find the home we had been searching for. We couldn't be happier with the entire experience he provided.”

Joe & Kari

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2016

“Brian has successfully closed two successful purchases for me now... I call him "the hardest working man in showbiz" Calls are returned...mortgage professionals.... are professional! I can tell you he will do a great job for you!”

Larry

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2016

“Brian pays attention to what a client is looking for and executes on it. He is very responsive and knowledgeable of location pluses and minuses, home materials/features. Thoughtful on outside the box type issues one may not think of until after a purchase. Patient and willing to talk through any and all issues. Personable.”

Joseph & Alyson

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

April 2016

“Brian is an incredible agent! He is extremely knowledgeable, professional, and is always looking out for his client's best interests. My husband and I are extremely picky, and Brian is even pickier - in all the right ways. He helped us buy our dream home in an extremely competitive seller's market and helped us through all the ins and outs of negotiation, inspection, and closing as first-time home buyers. He has an extensive network in the area and is a great resource for the best inspectors and contractors, and as a long-time local he's also a great resource for questions on neighborhoods, historical trends on property value, and what factors you should consider over the life of your home and for resale value. I have already been recommending him to friends and family - choosing Brian Scates was the best decision we made in our entire home buying process!”

Brandon

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2016

“Brian was a fantastic realtor for our out-of-state buying experience. He was extremely responsive and readily available to help us. We appreciated how quickly he learned our style, even when we weren't exactly sure what we wanted. It was a truly fun and minimal stress experience. We love our new home, neighborhood, and town! Brian is such a great guy and we enjoyed spending time with him. Highly recommend!”

Mark & Katherine

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

October 2016

“Brian and Scates Real Estate were great to work with. Very knowledgeable, patient, and we were able to close on the buy and sale of our homes in the same day. What really helped was being able to secure our new home within a few days of being under contract to sell our departure as well, which we were most nervous about in this market.”

Aaron & Nicole

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

March 2015

“We received Brian's name through a family member which uses Scates Real Estate for a number of residential/business transactions. Brian was extremely professional, prompt and responsive throughout the entire selling process. If I had a question regarding any step in the process Brian was there with a timely response. I would recommend Brian whether you are selling, buying or renting a property.”

Matt & Tricia

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

May 2015

“Brian was a great Realtor to work with. He always made sure to ask us what we were looking for in a house and showed us houses that we wanted to see. He made the processes easy and seamless.”

Jessica & Alan

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2015

“We have had Brian help us with all our real estate needs for buying, selling and renting since 2010. He has been a great help in identifying key properties with potential for our own home and finding us solid, dependable renters when we needed to rent out a previous property. He responds to every question promptly and he is the best in the biz! I wouldn't go through anyone else.”

Ashley & Chris

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

December 2015

“Brian is extremely professional and gave us excellent treatment. Our home is perfect for us. We were well informed through the process and we appreciate his knowledge in this matter. We highly recommend Brian to anyone looking to buy or sell a home.”

Carlos & Nadya

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2015

“Brian helped us sell our home as well as find our new home. My first impression of him was his honesty and immediate response to inquiries. I always felt like a priority while working with him. I would highly recommend Brian to anyone!”

Jill & Terry

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2015

“We were introduced to Brian by a friend of the family. Brian has helped us with both buying and selling properties as well as helping us find renters. Brian is hard working, extremely knowledgeable, and a pleasure to work with. We would recommend Brian to family or friends looking to buy or sell.”

Al and Terri

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

Fall 2014

“Brian helped us purchase a home in the Fall of 2014. I was very impressed with his approach-ability, professionalism and focus on meeting our needs and objectives. In our first meeting, he came prepared to discuss our needs and what we should expect given the current real estate environment. We were on a tight time frame and he worked with our schedule for viewings. He was available for us via email and phone to answer questions, and if he wasn't available immediately communicated well about his availability and times to connect. He managed well through challenging negotiations with sellers and worked to keep everyone's expectations in check. I will recommend Brian to anyone searching for a home in our area.”

Kari & Karlen

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2014

"I called Brian the day after Christmas asking if we could go and look at a home the following day. He setup the showing, was prompt and a few days later we began negotiations on the home. Once our offer was accepted the home inspection (recommended by Brian) was very detailed and ultimately uncovered some minor problems that needed to be fixed with the home. We were able to negotiate funds from the seller for these issues. I would recommend Brian to anyone."

Ryan Sherwood

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

December 2014

"Brian was recommended to me by a friend to help me find my first home, and I couldn't have been happier. I've also recommended him to others that are looking for a home, whether it's their first or fifth. I found him to be extremely patient (very helpful for a first-time home buyer), responsive, and honest. The honesty is what sold me on Brian. After looking at my very first house, Brian told me as we walked out that he wouldn't let me buy the place, as it was in terrible shape. This showed me that he wanted to make sure I found the best place for me, some place that I was happy to call home. He accomplished this wonderfully and made the whole process very easy for someone that was very nervous. I highly recommend working with Brian."

Pete M.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

February 2014

"Brian has represented me in three real estate transactions.

- 1. Sold my townhome in Oct 2012.*
- 2. In the purchase of my single family home in Oct 2012.*
- 3. Sold my mother's home in Feb 2014.*

Brian is my go to guy for anything in the real estate/rental market. His ability to assess situations and be proactive to assure smooth sailing is what I appreciated the most. He consistently offered suggestions, ideas, remedies (in both buying and selling) and I believe was able to do so because of his exposure to the different markets he has and currently works in. His expertise is evident and I would sum him up using two words "He Rocks!"

Carolyn T.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

December 2014

"I have worked with Brian on a number of residential leasing matters. Through this I have gotten to know him not only as an agent but as a person. Brian works as hard as anyone I have ever met, and his knowledge of the real estate market is unparalleled. He is attentive and responsive with his clients, and takes a no-nonsense approach to his craft. If you are looking to buy, sell, or lease residential real estate, I cannot recommend Brian highly enough."

Warring Dossdall, P.A.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

"Bought a Single Family home in 2014 for approximately \$300K in Savage, MN. We were in jeopardy of losing the home we liked due to a competing bid, but Brian quickly jumped in to help us and spent the next 8 hours working with us, the homeowners and their agent to get a deal done. Brian was helpful, responsive, knowledgeable and an all-around good guy. Would highly recommend him."

Ron & Chad

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

"Sold a Single Family home in 2004 for approximately \$250K in North End, Saint Paul, MN. Brian sold my son's home for a profit when the market was tough. My son and his wife bought a beautiful home in Blane and the people who bought their home are as happy as they can be!"

Diane W.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

"Sold a Single Family home in 2014 for approximately \$250K in Minneapolis, MN. Brian's expertise is first rate. He helped me find a home and more importantly his diligence and expedience allowed us to view the home and place an offer the same day! His knowledge of the market enabled us to make the right offer. The offer was quickly accepted by the seller. Brian's immediate responses to emails/phone calls are a testament to his professionalism. I would highly recommend Brian to anyone interested in buying a home."

Oliver D.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

“Helped me rent a home. Brian is a true professional. I have known Brian for several years and have worked with him and mutual clients on many real estate matters. His knowledge of both the real estate market and the rental market are unsurpassed. I trust that Brian will do what he says, when he says, which is why I don't hesitate to refer my own clients to him. If you are looking for personal, responsive service, don't go to one of the big box stores. Brian Scates at Scates Real Estate is the real deal.”

Jeremy W.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

“Sold a home in 2013. Very professional and competent. Knows how to use current technology to assist with positive client outcomes. Great bedside manner and knows how to get deals done. Responsive and always has client best interest at heart. He assists regular residential buyers, sellers, as well as sale of rental properties and rental of residential properties for his customers. Full service and knows Twin Cities metropolitan area as well as any broker in town.”

John T.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

November 2014

“We could not have found a better agent than Brian to help us purchase our new home. Brian made the process very easy and comfortable despite the numerous questions and various uncertainties a young family can have when buying their first home. Brian is a solid, unassuming professional who pays attention to detail and asks the right questions when you may not know how to. Brian was always available and additionally able to reference a team of other resources (e.g. a mortgage lender, home inspector, etc.) who also generously offered their expertise in an approachable manner. With no uncertainty, we refer Brian to anyone interested in finding that right house to make into their new home.”

Beecher Family

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2014

"Sold a home in 2008. The best residential broker I have ever worked with in over 25 years. He has assisted us in buying, selling and renting multiple homes over the years. Very knowledgeable and patient. Negotiation skills like no other and he always kept us in the loop with all transactional information promptly. We have worked with Brian many times over the past 6 years! I would recommend Brian Scates to anyone and will always use him and his services going forward!"

Mike C.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

March 2014

"Brian was a great agent. He was very proactive in finding us the right home and always had all the details ready to go when he scheduled a viewing. Brian did a great job in walking us through the sale as well. My wife and I were very pleased and would recommend him to friends."

Ben & Joanna

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

"Bought a Single Family home in 2014 in Crystal, MN. I have worked with Brian on a couple of projects; one for the company I work for Homeward Bound. Brian was responsive, professional and work hard for a great outcome for Homeward Bound (a local Non-profit) client."

Lori M.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

"Sold a Condo home in 2010 in Eden Prairie, MN. Brian is super knowledgeable with the how the market is moving in the Twin Cities area. He makes the process easy to understand and is completely upfront with all his communications. If you are looking for an agent to price your home correctly and get you a fast turn time Brian is your guy. No homes sitting out on the market month after month with no activity for him."

Jason K.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2014

Bought a home in 2004. Brian helped us buy our first home. He was available, knowledgeable, and aggressive on our behalf. Brian followed up after buying process to ensure satisfaction with all aspects of new home.

Dr. Mike

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

February 2013

"Brian, Thanks again for everything! We absolutely Love our new house and your help and expertise while buying it & aid in renting our old house were greatly appreciated! We look forward to working with you again in the future!"

Chris & Ashley

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

September 2013

Brian did an excellent job of marketing our home. The first people through our home bought it. Brian is a true professional.

Jeff J.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2011

"Brian was wonderful to work with. He fully explained everything my Wife and I needed to understand about a short sale. We felt no pressure to make any decision, he left us with the information we needed and the paperwork if we decided to short sale. We filled out the paperwork and let Brian and his team go to work for us. He took pictures and listed our property, immediately we had showings. It was about a week or so into showings when we received an offer.

The Scates team kept the process moving with the mortgage company, keeping us informed on the progress. Everything was as smooth as it could have been and we were able to close in under 2 months from when our home was placed on the market. Brian was also able to get the mortgage company to give us \$1000 at closing to help with our financial situation. Through the whole process I felt very comfortable that my situation was being handled with more attention than I ever expected. Brian is a good person that wants to help you make the best decision.

I am positive Brian will be our Realtor and trusted adviser for many years to come. Thanks Brian and team!"

April & Jayme

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2011

"I am in the appraisal business and the specific work I do requires me to speak with Realtors on a fairly regular basis. To be perfectly honest, my impression of Realtors was somewhat tarnished from my previous experiences of dealing with them. Since I research sales and do interior inspections of homes every day for a living, I thought my need was pretty minimal for a Real Estate Agent. That was until I met Brian by chance (and by luck) after calling him about a listing he had that was a foreclosure property. Instantly, I could tell that he wasn't like the "sales-man" stereotype I had produced in my own head. He was personable, straightforward and knowledgeable. He fought as hard and as quick as he possibly could to get me that foreclosure, but unfortunately the bank ended up being a little underhanded and I didn't get it. That turned out to be a blessing however, because 7 months later I found another foreclosure and the first person I called was Brian. Once again he hooked me up with incredible people to make the purchase process easier than I could have ever imagined from beginning to end. Now I have a great house on a golf course and I feel like I stole it for the price I paid. The only things Brian and I have left to finish are a few rounds of golf."

Josh J.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

March 2011

"I was planning a move to Minnesota from Florida. My son had employed Brian's services recently, and he recommended Brian to me. Our first contacts were by email, but I could sense Brian's personal interest and sense of responsibility. I decided to "go with him". Brian emailed me MLS information so that I could look at extensive photos and other pertinent information about the properties. I made my choices, and Brian set up the appointments. I was so delighted to meet Brian when I arrived for my first appointment: he is so personable and easy to work with. With Brian's help I found my ideal property, and he also introduced me to the mortgage broker I eventually decided to use. Brian stayed in touch with me throughout the entire purchasing process, and when he visited me to bring a housewarming gift, it was like seeing an old friend. I do not hesitate to recommend Brian Scates to anyone out there who is looking for a property."

Cecilee C.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

June 2011

"We highly recommend Brian Scates and his firm as a realtor who "gets the job done!" After an unsuccessful relationship with another realtor last year, we signed with Brian. He was most patient in meeting with us, explaining the real estate market and helping us to price our house to be marketable. 2010 was not a good year to be a seller but Brian and his team arranged about 25 showings during the six months we had it listed in 2010. We took the house off the market during the winter months and listed again with Brian in March, 2011. In only 5 weeks, again with over 24 showings, we received an acceptable offer. Brian handled the negotiations smoothly and was always available for any questions. We have found Brian Scates to be a man of integrity possessing the qualities of honesty, sincerity and availability not found very often today. He receives our highest rating."

Vic & Margaret Mikulich

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

April 2011

"My wife and I called on several listings of homes. Brian was the most responsive of the realtors. He was great to work with. I have a policy of giving business to people who are pleasant to work with. Brian fits that well. He knows his business."

Ron & Linda

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

December 2011

"We have had another great experience working with Brian in a new home purchase! Brian is a dedicated and hard-working realtor looking out for the best interests of his clients. Brian is exceptional at making the entire process of finding and getting into a new home stress free! All questions and concerns are addressed efficiently and effectively. This is our 2nd home purchase experience working with Brian. We have referred many of our friends to Brian and everyone has been as pleased as we have been. When the time arises again for a sale or purchase Scates Real Estate is our choice!"

Andy & Nicole

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

January 2009

"My wife Nicole and I were privileged to have worked with Brian in buying our first home. Brian really understands the needs and wants of his clients. He goes above and beyond to make sure the process runs smoothly. Brian is dependable and trustworthy. I definitely recommend Brian. His knowledge of the real estate industry is second to none!"

Andrew H.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

August 2009

"Thank you, thank you, thank you!!!!!!!!!!!!!! Words cannot express the gratitude Mike and I have for everything you did to help us get into our home. You went above and beyond Brian and we greatly appreciate all of your efforts! You were by our side the entire time, always connected to what was going on and your follow-up was impeccable!"

Kelly & Mike

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

March 2009

"From renting to buying Brian is an excellent resource for Real-estate needs. He is knowledgeable and hardworking. He listened to what we were looking for, gave appropriate advice and answered questions that we had without hesitation. I would recommend his services in a heartbeat."

Sarah

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

July 2008

"Just a quick note to let you know what an awesome realtor you have. We had just received news that our realtor was quitting, that same evening Brian Scates saw this situation on the computer, and called and asked if he could help us sell our home. We agreed to meet. That week he met us at the house, jumped out of his car, looked me in the eye, shook my hand, and called me by my first name. And Wow! At the end of the day I felt like we had been to a seminar just listening to all that Brian had to tell us! He gave us so much helpful information; I couldn't believe it was actually free!"

He was incredibly polite, very confident in his profession, made many positive comments; and this is the best part, when it came time to get down to bare bones, he was so incredibly polite in telling us like it is, completely prepared with photos and schematics of comparative homes in the area, and what would be the best direction for us to go. Then he went on to expound how to do that, as we know absolutely nothing about this business. His mother should be proud.

I so appreciate his honesty, politeness, his dressing sharp, his knowledge of the business, and has a really nice car. What a great realtor - and from Tennessee too, imagine that."

Carol A.

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

March 2006

"So many realtors, so little time. How do we choose? That was a question we asked ourselves before starting our journey (our loooong journey :-)) of buying our first home. Matthew's life revolved around hockey (at least until he met me), we knew right away that with a last name like "Scates" this Brian guy had to be good! Another big assuring factor that this was the realtor for us was when we found out he had experience under his belt. We thought for sure that this guy was creeping up on at least 30 years of age with all his experience; however, one of our house hunting trips proved us wrong. As we were talking, we found out that he's younger than us; yes, we're only 25! Yep, in my wise years, being the oldest of the three of us, I knew that this young whipper-snapper could hook us up with a great house.

Brian has done a great job sticking this out and seeing us through this extensive mission of buying our first home. I believe we started looking at homes sometime last spring and there were days we thought it would never end (right, Brian?). We even had to take a break from house shopping around the time of our wedding and Brian said he'd be there for us whenever we were ready to get back in the saddle. Like a trooper, he persevered and got us into the house we now love and couldn't be happier with. He been a great representative for us and always on our side. One example is the house we thought we would be settling in after a showing last Halloween. It was a great fit for us and we made an offer the following evening. Unfortunately, we got caught in a bidding war and lost. Brian assured us that we could still find the home for us.

We have definitely had some laughs, some disappointments, and lot of trips up and down the freeway. We thought for sure that after the 75th house we walked through that this guy would throw up his hands and bail. But no, Brian was right there with us through the whole thing. We are very grateful to have had such a great advocate for us and such a knowledgeable team player on our side. It had been great to have him helping us with each step of the home buying process and we'll be recommending him to everyone we know that's looking for a home. Congrats on a job well done, Brian!"

Matt & Becky

Local knowledge: ★★★★★
Process expertise: ★★★★★
Responsiveness: ★★★★★
Negotiation skills: ★★★★★

Oct 2004

“Brian, I wanted to thank you again for all your hard work you did in helping us sell out home so quickly. We love our new home and we owe all our thanks to you. Emma and Wyatt love the pond in the backyard. They watch the ducks from the patio and the smiles on their faces let me know that Jim and I made the perfect decision with your help on finding this wonderful place. I never thought it would be this easy to move a family from Minneapolis to Apple Valley, but you helped make it possible and I and my family appreciate what you’ve done. Now, when friends and family come over to see the new place, we tell them we couldn’t do it without Brian Scates.”

Keri, Jim, Emma & Wyatt

Local knowledge: ★★★★★

Process expertise: ★★★★★

Responsiveness: ★★★★★

Negotiation skills: ★★★★★