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Dear Kitty,

Before the month ends we wanted to be sure to thank you and Bob for all you did to help us close on our home in just twenty days! Actually, first we have to thank you for shepherding our house through 29 showings until the perfect buyer came along.

This process began July 2<sup>nd</sup>, a few days before we left for San Francisco to see if we wanted to move out there. During the month we were away you and Bob were kind enough to water our plants, turn lights on and off for showings, and to make sure everything ran smoothly. Further, you contacted us regularly with updates and words of encouragement when we felt anxious about the low interest in our house and read the less than glowing feedbacks. Carefully you helped us through several price adjustments (“a house that is priced right will sell quickly”), and you were correct about that. Once we were at the right price, the showings increased markedly and within a week we had a strong buyer who wanted to move in immediately.

With the stepped-up pace, your knowledge, your organizational skills, and your professionalism were key to keeping everything on track so we could close in such a short time period. Your daily phone calls to us about where things were and what we needed to do next were extremely important to us because it allowed us to focus on emptying our house and getting it ready for the new owners. All we had to do was follow your clear instructions. It was perfect! You followed through to the very end when you gave us an hourly accounting of the closing day activities and then, personally, deposited the moneys into our bank accounts. What service!

So, dear Kitty, we are very grateful to you and Bob, for your kindness, wisdom, and follow-through during the sale of our home. Please don't hesitate to have other prospective sellers contact so we can let them know how much we have enjoyed working with you.

Evelin (and Paul) Brinich