

3/22/15

Kitty and Bob Stockton  
RE/MAX Winning Edge  
1526 E. Franklin Street, Suite 101  
Chapel Hill, NC 27514

Dear Kitty and Bob,

“Thanks for everything” isn’t nearly enough to say with regards to all you did over the past many months to help us buy a home in North Carolina. Both Dennis and I would recommend you without any hesitation, and at such time as we decide we want to sell this home and downsize a bit, we would not work with anyone except you!

We presented a real challenge to you when we first met. We needed a home in a neighborhood that would allow 5 pets as well as a room large enough to accommodate a full-sized pool table. It also needed to be within a reasonable distance to our family in Durham. When we first spoke on the phone, we knew we wanted to work with you. Your sincerity, honesty and knowledge came through immediately. You even acknowledged that you were not familiar with some of the areas we were interested in and offered to refer us to another broker!

Our first jaunt to North Carolina to meet you both and tour some homes (25 in 4 days!), helped all of us to better determine where we wanted to settle as well as what type of homes were available in our price range. You even took the time to show us around the area so we could get a better feel for the towns in which we were interested. (We did, of course, spend some time with another broker but he could not hold a candle to you and we decided that we wanted to work only with you, even if the geographic area we ultimately chose was not one you were terribly familiar.)

Upon our return to Massachusetts, we continued to search the net for houses that met our criteria. When we sent those addresses to you, you investigated those properties and determined which, if any, made sense for us. You visited those properties on our behalf and reported with honesty which ones we might want to pursue. It took a while but we finally found the one that all of us liked, met all of our criteria and was in our price range. Where it was outside of the geographic area in which you typically work, you took the time to learn about it, including make many calls to the County offices and other agencies. You videotaped your first tour of the home so we felt like we were there with you. The good points and the couple of not-so-good points were pointed out to us so we could make a good decision. We ultimately decided to make an offer and it was accepted!! You even recommended a mortgage broker who turned out to be a great find.

However, as luck would have it, there turned out to be quite a few unapproved improvements made by the then owner. Because of our unfamiliarity with North Carolina zoning, we all decided it would be best for the owner to pursue retro-active building permits. Unfortunately, this ended up being a very complicated process which took several months. Kitty and Bob, you never let us down! You were

**determined and diligent in your follow up.** You provided regular updates as you received them from the seller's broker. You made sure we knew things were progressing whenever we were wondered if the permits were ever going to be obtained. As things moved (slowly) along, you made sure we were on track with regards to a home inspection, finding an insurance agent to provide homeowner's insurance, an attorney to use for closing, and contractors to use for termite and septic inspections. You were there for these inspections because we could not be there. When it came time to begin setting up utilities, you provided that information to us as well. I could go on and on but suffice it to say this story had a happy ending and we are now residing in Willow Spring, North Carolina and loving our new home as well as enjoying Southern Hospitality and a climate that is delightful.

**I do not for one minute believe there are any other brokers in this state who could have accomplished what you and Bob did for us.** We will forever be eternally grateful to both of you. Also, we consider you to be more than just our real estate brokers, we consider you to be our friends. At any time in the future should you be contacted by an out-of-state client, please don't hesitate to give them a copy of this letter and also ask them to call us if they'd like to. Our new home # is 919 285-3107.

Again, thanks from the bottom of our hearts for everything!!

*Julie*

Sincerely,

Julie and Dennis Occhipinti  
7612 Pegram Street  
Willow Spring, NC 27592