

May 3, 2017

Dear Lee and Roni,

We can honestly say that, were it not for your expertise and guidance, we would not have been able to make it through the daunting task of not only staging and selling our condo, but also searching for and eventually buying our dream home. From start to finish, you were there for us every step of the way and we would be remiss if we did not write to thank you.

When we decided to sell our condo of 13 years in October of 2016, we had no intention of staging it; the process seemed too difficult and out of reach. The condo was in pretty good shape overall and the task of packing up, moving out, and heading to an apartment was overwhelming. Because of your assistance through the process, we were able to make the right decision and were able to stage our condo in such a beautiful way that it garnered top dollar, more than we ever thought was possible. The suggested improvements, recommendations for contractors, and your willingness to drop everything at a moments notice to meet us at our condo made it possible for us to handle the stress of the move and staging without any hesitation. You made us feel as if we were the only clients you were working with and having that attention meant everything to us.

After patiently looking for a home to buy for nearly six months, you were still available to us to discuss locations, the market in general, and really anything we needed to help us feel confident in what we were attempting. When we finally found our house, we could not have been more confident with the negotiating skills you brought to the table. Throughout the inspection process, you were right there with us, keeping us informed, offering your expert advice, and providing a hand to hold as we fretted over whether or not we would make it through escrow.

When we closed on our house, we were not surprised at all to hear from the seller's agent that she had never worked with such professional agents and that she was highly impressed with both your skill and attention to detail. We knew this all along, but it was impressive to hear another agent acknowledge the fact.

As you know, buying and selling real estate is such an emotional task for most people. We were attempting to build our own dream of owning a home that we could raise our two beautiful children in; a home that would one day pass to them and perhaps even to their children one day. You will always be a part of the story that was the building of our dream.

We cannot thank you enough for all you have done to help us obtain what we thought was impossible. We can confidently recommend you to anyone as not only wonderful professionals, but also friends. We are so relieved to know that when our parents sell their condo in Culver City and search for a place closer to us, they are in your very capable hands. We trust you implicitly and simply cannot thank you enough.

Tina and Beau Janzen

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