

March 18, 2013

Roni and Lee,

As I sit in my home looking out onto this beautiful view, I know if not for you I would not have gotten this house. This note should be shown to any client you have who gets frustrated, impatient and annoyed with the process of selling. I put my home up for sale in the height of the recession, when people were getting laid off work in record numbers and foreclosures were at an all time high. For a solid year, I got a few low-ball offers and offers that fell through therefore I took my house off and on the market at a whim. I was uncooperative with you, resistant to your suggestions and determined that I was going to get the price I wanted despite the market conditions. I refused to have open houses.... and there was no sign in my yard. Yet you never lost focus, always remained positive and calm and used your instincts and years of experience in real estate to get my house sold. I could not have imagined that what you were saying all along would actually happen. You negotiated the sale of my Carlson Park home with multiple bidders while simultaneously negotiating the purchase of my new home at a much lower price than expected. Thank you, Roni for never giving up or letting me give up. It all worked out so well and I am loving my new home. You are always welcome in my home. Feel free to have any of your clients call me. I will be glad to share some of the obstacles you had to overcome in the process of both selling and buying. It was so much fun to work with you and I am forever grateful for your assistance and professionalism. Regards, Loleeta