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From: Cali Rose Brandau  
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To Whom It May Concern:

With a grateful heart, I highly recommend the real estate team of Roni and Lee Amitai. Mother, daughter and a powerhouse together.

I've lived a long life as a renter and then my mother died. I have to sell her townhouse. Suddenly I am thrown into this unfamiliar world—real estate. It has its own language and rhythm and I am really nervous about the whole thing.

Suffice it to say, I have been dreading this—going through the mountains of stuff my parent's accumulated over forty years, doing the necessary work to fluff up the place and then put it on the market.

Our lawyer suggests that my mother's power of attorney and I call The Amitai Team, as do several other people we ask. When we finally meet face-to-face, I am so impressed with the depth of their knowledge and level of expertise. I like them immediately and feel comfortable and comforted--that it's going to be okay and that they will be there for us every step of the way. And indeed, that is how this sale unfolds. Every "i" is dotted, every "t" crossed, every phone call returned, every email and text answered.

Together we hammer out a plan and timetable. First I have to clear out the place, which is a humungous job. It helps that we establish a deadline and goal. Roni lines up charitable organizations that pick up the assortment of "stuff." And 1-800-Got Junk? are life savers.

In my experience, all things boil down to "relationship." Roni and Lee are good listeners and work with a spirit of cooperation and collaboration. They are genuine and kind so it is not surprising that over the years they have built solid relationships in the sphere of real estate and draw on that deep well.

I want to sell the house *as-is* but together we reach a workable compromise—to enhance the property with "decorative" upgrades. Roni and Lee make calls to contractors. We make calls too and between us, the paint, rug, floor, fix-it, cleaning, staging folks appear. The Amitai's are

there to inspect the jobs at every phase, making sure they are done right. Watching them work on our behalf, it strikes me that Roni and Lee know when to *encourage* and when it is necessary to *take a stand*. This is a real team effort.

The Open House arrives and I am gently advised to stay away. But I surreptitiously slink by and peep into the windows. From afar. I see prospective buyers greeted warmly. There's a pitcher of fresh *something* on the counter. Flowers. Roni and Lee have created a welcoming atmosphere that is all about home and hearth.

The townhouse sells very quickly, for way over asking price and goes into escrow. The wheeling and dealing continues—inspections, more negotiations. These ladies LOVE to negotiate. Roni and Lee are very patient and take extra time to make sure I understand what is happening, what we can expect and how *there's always something* in real estate. All their years of experience are like a warm cushion of “ahh.”

The entire process is civil and professional and I think Roni and Lee raise the bar for this level of civility and people respond in kind. The new owners are lovely and this makes me very happy.

The next time I buy or sell another hunk of real estate I will hire The Amitai Team again, without hesitation. It's a *win-win* for everyone.

With best regards,  
Cali Rose Brandau