

Dear JC,

Recently, I was recollecting my experiences of selling a house in Edmonton, and buying a house in Calgary. I realize I had never formally told you how much I appreciated your help in finding a home. By the time I had the good fortune to meet you, I had had a few experiences with other Realtors that were less than positive. One Realtor was reluctant to actual show me any potential house until I had sold my house in Edmonton, whereas another Realtor relied only on the listings I found myself through the Internet and seem to believe that every property we saw "was good enough."

My experience working with you to find a suitable home was positive and informative. You took the time to actually listen. You took into consideration my expressed wishes of what I want in a new home i.e. being able to walk to work. Each time we viewed a potential property; you discussed my impressions, and took them seriously. Therefore I always know that each property you suggested we view would have several of the features I was looking for. You were low-key and knowledgeable. You did not pressure me to buy a property that was unsuitable, and thorough our viewings you educated me as to positive construction features of a property and potential problems. This information and your willingness to view many potential properties was invaluable to me. As I was not familiar with the Calgary real estate market, viewing many properties gave me the opportunity to learn about market value of property in Calgary. This knowledge was invaluable when the purchasers of my house in Edmonton, asked for a 30 day possession date. I was able to make an offer quickly, with the added security that I was buying a property for a fair market price.

JC, I greatly appreciated your help in finding my home, but I was astonished and extremely grateful that you continued to help me after I had "signed on the dotted line." You suggested a knowledgeable inspector, who was able to produce an inspection report in a timely manner, you ensured that all unfinished and necessary details were completed on the property, and you suggested a lawyer who had extensive experience in the real estate area. Your assistance continued when I experienced some difficult in having a door replaced in my house, although it was part of the purchase agreement.

Your invaluable help both in finding a suitable home for me, and in assisting me through the legalities of purchase and dealing with difficulties is greatly appreciative. Thank you.

Take Care,

Ursula