

To whom it may concern,

We recently sold our home with Stefan Gerber at Prudential Sussex Realty. We were so thrilled with our experience that we felt compelled to share our story.

Stefan, it's hard to believe you sold our home for us, as planned with multiple offers, in just 11 short days. And that you did so in a rainy, dull, January is even more remarkable. I will recap what happened just to make sure I'm not dreaming.

We were introduced to you through a family member over a year ago. Although we weren't ready to sell at that time, you were happy to create an online Market Snapshot Report to keep us informed of the MLS listings, and sales activity in our local area. This information proved to be very useful, and we really appreciated that there was absolutely no hassle, or sales pressure from you.

Just prior to Christmas, we made our decision to sell. As such, we called you back wondering if you'd be interested in talking with us, and competing with One Percent Realty. We felt that our upgraded home would sell itself, and initially wanted a discount broker to handle the sale. We explained why real estate fees were so important, that we were retired, and that we wanted the best value for our money.

Despite this competition, you were still interested in preparing a market analysis, and meeting to discuss your overall marketing strategy. You promised to get back to us after returning from your Christmas break in Ontario.

On December 10th we spoke with One Percent Realty. They said they'd call us back after December 14th... they never did call, and I still haven't heard back from them.

On December 28th, after just returning from Ontario, you called as promised. We had a long conversation about a number of issues, and we agreed to meet to discuss the sale.

On January 2nd you presented your detailed market analysis, and marketing strategy. This gave us the information we needed to confidently make an informed decision. We spent over 3 hours with you in our home, and started to develop what turned out to be a very important and valuable relationship. We hired you as our realtor at the end of this session.

By the end of the very next day, the completed MLS listing was active with thoughtful remarks, a professional floor plan, and great photos you took of our home. First showings, as per your marketing strategy to increase demand, would begin the following week on January 8th.

Between January 8th and January 13th we had an amazing 56 groups of potential buyers through our house. You kept us posted with detailed feedback throughout the entire time. I was amazed at how well your 3 open houses were attended, especially given the really nasty weather we experienced.

On Monday, January 13th (my lucky day) we sat down to entertain multiple offers. We accepted a cash offer that evening with no conditions, a large deposit, and our perfect closing and possession dates. Please wake me when it's over.

By 8pm we were enjoying a drink on my back deck, watching the lights from Grouse Mountain glow in the background, and sharing non real estate stories, all to close out an absolutely perfect experience.

We achieved a sale price of roughly 12% above our assessment value! I am now in a wonderful position to go house shopping, with cash for our new home... where my wife and I plan to live out our retirement years.

Stefan, when you pick the best, you get the best results. I've learned this lesson the hard way in over 45 years in business.

I GOT THE BEST VALUE FOR MONEY ON THIS TRANSACTION, THANK YOU.

I can say for my wife Joanna as well, we found our dream catcher in Stefan Gerber, and boy are we happy.

All the best,



John Goldsmith