

# Charles A. Hulse

28 Hawksbury Drive, Willowdale, Ontario M2K 1M3

September 15, 1997

Mr. Elmar J. Moser, Area Manager,  
Royal LePage Real Estate Services Ltd.  
2781 Yonge Street,  
Toronto, Ontario M4H 2H8

Re: John K. Gerber

Dear Mr. Moser,


When John Gerber sold my friend's house in Bayview Village I thought that it may be time for me to consider selling my home that I have lived in for 34 years. At my age of 91 it is a unique situation. My decision to move into a retirement home was extremely stressful for me. I had many misgivings about leaving my home and my independence. I knew that it would only get more difficult as time was passing.

I don't think that I could have made any decisions without Mr. Gerber's understanding of my emotional attachment I have with my home and his sincere dedication to my needs. His practical approach and help even extended to the point of taking me to the retirement home and sketching me a floorplan of my two rooms showing me which of my furniture I can take with me. This was truly going the extra mile. It was a great comfort for me to see how I will be able fit everything into this small Apartment.

John Gerber's outstanding knowledge of the real estate market and his excellent presentation made it easy for me to understand how to price my home. This smart pricing attracted four offers within nine days of listing my house. We sold well above the asking price and the whole process was indeed much less trouble than I had feared.

I shall always be indebted to John Gerber for his help in dealing with my problems and for the many hours he spent with me, his superlative counselling and his practical help. I highly recommend John for his outstanding knowledge of the real estate market, his negotiating skills and his dedication to his clients. His record of 150 sales in Bayview Village speaks for itself.

Sincerely yours,



Charles A. Hulse