

July 19, 2007

Dear Wendy,

What I like everyone to know:

“It all started with an e-mail from my good friend Fari mentioning that she has heard of a nice realtor in Ottawa who happen to have a suitable listing for me. Well, I thought that is nice, but having gone through a few real-estate moves a few years, I was going to be careful and phone for an appointment without committing myself. This was a departure from my decision of buying and selling privately following my last experiences with real estate professionals.

Our first meeting over at Tim Horton's at around 6:00 pm of a workday in December was somewhat of a surprise. Wendy was so kind and honest to give me information about the listing of my interest. She only asked for the information needed to provide me with the feedback on the property. Truthful, honest, knowledgeable and kind were what came to my mind as we walked through the first property together.

Since then, Wendy's understanding of my ever-changing situation has been a tremendous support in my search for the right property. There were times that I thought it is only logical to be frustrated, and right then she proved that her mission is more than just to sell or buy impatiently but to help me in my search in anyway she could with my interest in mind. She was there like a good friend with open heart to understand, ears to listen and willingness to help. We looked at many, many MLS, private listings, and also lots of open houses. Her organization skills to arrange all the showings to fit my busy schedule and her fun loving nature made the whole experience feel like a fun day at the park with lots of opportunities to learn and expand my knowledge to help me find the right property. Her objective opinion came always to shed a bright light on where there was a lack of knowledge on my part about specifics of dwellings while viewing. I can strongly say that I was advised, guided and informed, but never pushed. She did not hesitate to utilize appropriate resources to acquire information or contacts when called for.

Her accessibility, and availability despite her busy schedule, made me feel like I was the only one on her list. Her professional attitude towards me, the vendors, and other agents always made it clear that I have someone to watch on my behalf and protect my rights as a buyer.

Several months have passed, a few of them I was working with Wendy as my agent, the rest I had a good friend to share laughter and joy with.

Her recent effort to beat potential competitors by all means imaginable (including speeding!) to make me be the first to place an offer and have the opportunity to negotiate with the vendor for the most suitable house found by her confirmed that I have been in such capable hands. She finished the mad dash with incredible ease, grace, and wonderful smile on her face, oh and with success!"

All these to say, thank you Wendy. I could not have asked for a better agent to work with, and have no doubt to refer you to my colleagues at CHEO, University of Ottawa and to my friends and neighbors. I hope that regardless of our future upcoming business ventures we can be good friends!

All the best for continuous success,

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