

Carol Temple <carol@[REDACTED].com>
To: Greg <Greg@soldnextweek.com>

Greg...

I wanted to express my appreciation for the very professional and smooth sale that just closed last week.

Your email "Do You Know of Any "Beat Up" Homes I can Buy?" caught my eye just as I was about to enter this property into our MRIS/MLS system. My For Sale sign had already been placed in the yard, a lockbox was on the door and I was ready to push the button. Although my initial reaction was "delete", I had the seller client's best interest in mind, did not want to slam the door on an opportunity before even opening it and was intrigued enough to read and respond. Am I glad that I did as you were the ideal buyer for the seller client whom I was representing!

You quickly responded to my response and it was apparent to me from the start that you were genuine and that you knew what you were doing. Having been an active, successful Realtor® in close-in Northern Virginia since 1973, I believe I can quickly assess the caliber of another agent/buyer/seller/principal. You clearly articulated your business model and I had the immediate sense that you were a straight shooter. Within 24 hours we had a ratified contract with price and terms that were satisfactory to the seller and we closed on the sale two and a half weeks later.

Since I was sensitive to the fact that the property had not been introduced to the market, I performed "checks and balances" with the seller up until the time the seller signed the Deed over to you as to the seller's satisfaction with price, terms and the manner in which the property was sold. Bottom line was that the seller was very satisfied and believed the transaction was fair. Since this was a first-time experience for the seller, the seller had no frame of reference as to what it is like to be a seller but knew enough to know that having a slam-dunk "as is" sale with no contingencies, no lender and an honorable buyer had distinct value.

From an agent's perspective, I particularly liked that you had enough confidence in me (knowing that my representation extended only to the seller) to allow me to prepare the contract paperwork. There were never any misunderstandings, misinterpretations, inconsistencies, unrealistic expectations or wasted time and effort. I had absolute confidence in you from the moment you expressed interest in making the purchase.

You could give lessons to agents and other buyers and could be the poster child of the "Perfect Buyer". You did exactly what you said you would do when you said you would with an absence of any drama.

I have a great deal of satisfaction knowing that the seller was spared what could have been a torturous and lengthy process and, as an agent, I am grateful to have been spared that as well.

Job well done.

Thank you.

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