

March 10, 2009

We put our house on the market in September 2008. As everyone knows, the market at that time was, and has remained, the most depressed for many years. Kevin and Jonathan faced an uphill task in trying to generate interest in the house and find a buyer. That they succeeded is testament to their perseverance, ingenuity and dedication to their clients.

With his in-depth knowledge of the local real estate market acquired over many years and his keen eye for presentation, Kevin was immediately able to identify where we needed to effect improvements in the house and surroundings to make them more appealing. His connections with contractors meant that the work was done with little involvement on our part and at reasonable cost. Kevin's knowledge of the local market also meant that we were quickly able to agree on a price that reflected prevailing market conditions.

With the house on the market, Kevin and Jonathan worked tirelessly to encourage brokers and potential buyers. They staged the house beautifully using their own furniture and regularly visited (the house was vacant) to see that all was in order and that the yard remained tidy, with Kevin periodically using his leaf blower to clear the fallen leaves back and front! They organized a number of open houses and open houses for brokers and regularly advertised the property in local media and on the internet.

At the time of the preparation of the contract Kevin and Jonathan demonstrated their careful attention to detail and shepherded the process through to completion.

Kevin and Jonathan are a great team to work with: thorough, professional and personable.

Roger and Corazon Pownall