

# Comments from Jim's Clients

Mitch and I have dealt with many realtors over the years, and you are truly head and shoulders above the rest. Over the past year you successfully helped us to acquire an off-the-market property, through your creativity and persistence. You also sold our old home, elegantly negotiating some challenging waters.

We have so appreciated your wise counsel, remarkable attention to detail and successful outcomes. All of which were accomplished with your warm demeanor and pleasant forthrightness. We know you kept our best interests paramount and your integrity is unsurpassed.

Mitchell Griffin and Susan Longar M.D.

Ralph and I want to express our gratitude for everything you have done for us, both on the sale of our house and the purchase of our new one. We were extremely impressed with how quickly and effectively you marketed and sold our home, while obtaining a higher price than we had anticipated. We also were so pleased with how expertly you negotiated the purchase of our new dream home. You have exceeded all of our expectations!

Claire and Ralph McLaughlin

Thank you for everything you did to make the purchase of our new home come true. We were very impressed by how professionally and ethically you handled this multiple offer situation, and how you expertly advised us concerning all aspects of the offer.

Jim, we appreciate the outstanding effort you put forth to ensure a successful outcome and for all the support you have provided us since the transaction was completed.

Dr. Peter Stamos & Soonmee Cha, M.D.

Your attention to detail to insure that my best interest was always at the forefront makes you a trusted advisor and a true professional. I was never concerned about the details as I was assured you did your homework and got me the needed information to make the correct decision on a timely basis. This is the kind of service that makes you the excellent realtor that you are.

Again, I appreciate all that you have done in making my experience as pleasant as possible and I look forward to doing business with you in the near future.

Mike Shami

Thank you for all your time and hard work, and for your efforts that have proven beautifully. We truly appreciate your devotion to aiding us through this milestone in our lives. You sold our house in record time and at an even higher price than we ever expected, and you made the purchase of our new home a reality. Your advice throughout the course of selling and buying our homes was invaluable. Thank you again.

Christopher and Tara Anderson

Throughout the experience, we always felt that Jim was working *with* us, thinking with us and sincerely had our interest at heart. We felt very safe as he always pointed out all the issues that we needed to be aware of, which was very helpful. It was also reassuring that he's very well acquainted with the area.

We highly respect Jim as a professional. Jim makes a perfect agent and a friend, and makes a frustrating process an enjoyable one. We highly recommend Jim without any reservations.

Zaid and Rana Ayoub

I just wanted to thank you for successfully selling my home in a challenging market for this property. Not only did you demonstrate the highest order of professionalism, but you also showed me the most important lesson in sales: Before one can use one's head, one has to use one's heart.

Thank you for giving this listing your best effort, for achieving such an outstanding result, and for keeping me so well informed throughout the process. I look forward to working with you another day.

John Koenig

I can't express how thankful Phil and I are for the amount of time given so diligently to us. You are very knowledgeable and professional. We continue to be impressed with how efficient you are in your work. We could not have bought the properties we have without you.

Ann and Phillip Ossenberg