

Diana Miskinis *Diana Miskinis 4-Feb-2016*
Rochester, New York
Executor for the estate of Irene Sablauskas

04-Feb-2016

I am documenting the experience my husband, Ed Miskinis and myself, Diana Miskinis, have had with realtor Bobby (Bugar Gul), at that time with Keller Williams.

I am the executor of my mother's estate and was putting two residences, a house and a condo, on the market. I had signed with a realtor from another agency that had recently sold a residence on the same street as my mother's house. The realtor led us to believe she could sell my mother's house in no time for a larger sum that we even thought was possible. We were greatly disappointed with her performance. After 4 months, she did not get a single offer on the house. She took items out of the house for herself without asking me first, she did not answer my calls to get updates on her progress, she gave us a long list of home improvements to do, she left the house frequently without turning on the alarm system, and the list goes on.

As a result, we terminated her service and I was very skeptical to sign up with other realtors, who frequently called me to get me sign with them. They were pushy, rude, and even hung up on me when I indicated I needed to think about it.

Then I received a call from Bobby. What a refreshing difference. He was polite, personable, and allowed me to speak. He did not push me when I said I would think about meeting with him.

I did sign with Bobby for both residences. He was absolutely wonderful. I can't say enough about him as a realtor and a person. Opposite of my previous experience, he sold my mother's house in 4 weeks. The house

needed work but I wanted to sell it “as is”. Bobby found the right buyer, who actually wanted a house they could fix up. What a perfect fit. As a result, we had very little extra work to do on the house. I grew up in that house, which my parents had built for themselves, and I feel my parents would be happy knowing the new owner would take good care of it.

I also was trying to sell my mother’s condo on my own and did not get a single offer in 8 months. After signing with Bobby, we got several offers within a few months and it sold within 4 months. It was the perfect offer - cash offer, no contingency, no inspections and we were allowed to leave in the condo whatever we did not want.

Why was Bobby so successful in selling our properties? I believe it is his values – he is an honest, sincere and hardworking person. Above all he listened to us, which was very important to me.

He also had a very aggressive approach, marketing to the right people with continuous follow up. He was able to bring out the positive of our residences and show people how it would meet their needs. This was a key factor in helping people make the decision of “maybe” to “yes, we want it”. Bobby saved us time, money, and most of all helping us quickly putting this difficult time behind us. We highly recommend him as the perfect realtor for any situation.

We not only had a positive experience with Bobby but have gained a friend. Bobby, my husband, and I had spent hours in conversation on a personal level. We realized we had similar values – respect for the family, and similar family experiences. We gave Bobby an old typewriter belonging to my parents that they always used. He honored my family by hanging it up in his new office, since he has now branched out on his own. We wish Bobby the best of luck and a successful future.