

Bobby, my apologies for the delay in sending this letter to you. It has been on my mind constantly to write it and let you know our sincere appreciation for selling our home. It has been three weeks since we closed on the sale of 27 Sanfilippo Circle in Penfield and with all the traveling I do for work along with searching for our new home in Cali has truly consumed me beyond comprehension.

Let me start first by saying thank you from the bottom of our hearts from both Kathy and I. You knew our situation with regard to relocating to Southern Cal and the frustration and time we lost with Nothnagle in Marketing our home; had us very skeptical when we first met. I promised myself I would never be locked in again with a realtor who was more focused on their commission than the sale of my home ever again. I interviewed 5 realtors on my second listing and narrowed it down to two; which you were one of the two finalists. You and a National Realty company is where I narrowed my search down to; potentially go with to re-list our home. My gut said go with the National Realty group but my heart directed me to you. I liked the hunger you demonstrated and conveyed to us along with your commitment that you outlined to me. I am glad I listened to my heart! You did everything you promised and more. Your commitment, your work ethic and your sincerity came through over and over no matter what the obstacle was. If an issue arose you addressed it and you were there whenever you were called on. You never once told me what I wanted to hear and always spoke the truth. In comparison to the two listings we had on this property I can only wish you had been the first. The facts are that I had 0 showings in 90 Days with the Nothnagle Agent I listed with and lost count on the number of showings I had with you that ultimately brought us the sale. Your internet Marketing/Social Media, the Broker Focus Group Mtgs you held at the property along with your Open Houses and with your personal networking ultimately found the buyer that sealed the deal. Hindsight is 20:20 vision, I can only say now from factual experience that anyone who would choose not to list their house with you is making a huge mistake and will truly be their loss. Thank you for staying true to your word and all that you did which in my estimation is the exception these days. Don't change one element with your marketing plan you outlined for us and I can guarantee your continued success.

On a personal note, Kathy and I are doing great in Cali and enjoying every minute with our new 5 month old grandson. He is getting so big so quick; is our new focus in life LOL.

Sincerely,

John and Kathy Piccarreto

