

Hi Jim,

Doris and I wanted to say a big "thank you" for helping to make this sale of our home in the Falls happen in a timely manner with shifting real estate conditions.

You have always acted in a professional, personable, and pro-active way!

Jim, this is the seventh property that I have been a "seller" in since 1992 and you are the first "realtor" that has ever asked me "what would you like to sell your house for?"

I appreciated that comment and I also appreciated the number I gave you may have been "higher" than what the historical numbers may have suggested. My point was that we can always come down if need be, but very difficult to raise the price thereafter! We also felt "bungalows should have different price points than two stories" and you didn't fight us on that. You agreed and an agreement was born.

Enjoy the rest of this week-end and Doris looks forward to receiving the "SOLD" sign to put on your sign in our front yard.

p.s. when time permits, please email me a final copy of the "complete selling agreement" as I'd like one for our file with all the signed off conditions so it's complete!

Oh, at least we get to watch "one more game", Cleveland came to play last night, good on them!

Sincerely,

Patrick Eckert, CFP, FMA, FCSI