

Time was of the essence for us. So far we had spent about half an hour on the tour. On the way back to her office she arranged a meeting with the seller's agent and the seller to receive our offer. There was one other bidder. She estimated that they would not have offered full price and advised us to do so. This clinched the deal and the condo was ours. The whole transaction took a couple of hours, thanks to Juliana's expertise and push. During those two hours on a Friday afternoon Juliana put in a masterly performance which still gives us goose bumps. She is the BEST in our eyes.

Over the years Juliana kept us updated with market information so we were fairly well aware of the situation when it came to sell our condo a few weeks ago as we are moving back to Sweden. Needless to say, we went to Juliana to sell it for us. She knows the market. That's her strength. She knew that there were a few units in our building which had been up for sale for a long time as they were asking too much. She told us what the market would bear. My wife's idea was that we would be happy with \$450,000 but we should put it on the market for \$465,000.

Juliana has a lot of people she can call on to help with getting a place ready for sale and she organized the repainting and necessary replacements. She didn't push us to replace anything that didn't really need it. She has a common sense approach to these things. We paid a very reasonable price for the work and Juliana and her staff took care of everything.

To cut a long story short, in about a week the unit was sold for \$457,500. She also obtained a non-refundable deposit from the buyer which is always comforting in case the deal doesn't go through. She also got the title company to give us the check so we could cash it (rather than sit on it as they might have preferred to do). Once again she came through just as we knew she would.

There are some additional factors which may not be relevant but which we found an added benefit to working with Juliana. One is that it's a great feeling to work with someone who is bilingual and has many Asian contacts with investors and people buying homes. It made us feel like we