

Christopher A. Trapani
President & COO
Coldwell Banker-Silicon Valley
408-399-1488
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Dear Chris,

My name is Lynn Zhu and I work in the real estate business as a licensed underwriter. When my husband and I decided to sell our condo I was convinced that I could do it myself. We had bought our home ten years earlier so we knew we were going to see a nice profit on the sale. Just to be safe I decided to contact Juliana Lee of Coldwell Bankers as I had seen her website. I basically just wanted to see if the value I placed on my home was accurate.


We met Juliana for a FREE Market Analysis and were completely blown away by Juliana's presentation. She showed us how her team of professionals would help us show our condo in the best possible light. Juliana showed samples of home photographs that were of the highest quality. She gave excellent explanations of how the house selling process would unfold. It was obvious that Juliana was extremely knowledgeable.

I was a little concerned that the housing market was cooling down and the selling price I had in mind reflected that concern. Juliana presented a report that detailed what similar condos were selling for and advised us to raise our asking price. Her expertise also led her to suggest that we replace our carpeting and paint the interior to increase our condo's marketability.

It worked! Juliana found a buyer who was willing to pay our asking price BEFORE we put our home on the market. Throughout the entire process Juliana and her team of experts worked with us on every possible detail and did so in the most professional manner. Each call we made or email we sent was promptly answered by someone on Juliana's team. Never once did we feel like we were alone in selling our house.

We were completely satisfied with Juliana Lee and would recommend her highly to anyone buying or selling a home.

Sincerely,



Lynn Zhu Dr. Gao Liu
Mountain View, Ca 94040



cc. Jane Bigelow – Manage
Juliana Lee