

20 April 06

Jane Bigelow  
Manager  
Coldwell Banker  
161 S. San Antonio Road,  
Los Altos, CA 94022

Dear Ms. Bigelow,

We wanted to write to you about Juliana Lee and the "miracle" she performed for us in the recent sale of our house.

Juliana was recommended to us by a former neighbor of mine and who had high praises for her. We were, at first, seeking the cheapest way to sell the house and were looking around for a discount broker to do the sale for us in order to save having to pay a commission. This was, as we soon discovered, the wrong way to go.

We decided to give the sale to Juliana, despite the fact that we would have to pay her a commission. It was a very wise decision. She quickly arranged for her excellent team to repaint our house at low cost and went to work to see our house. We were hoping to get \$799,000 for it. The house needed the roof completely replaced-a \$10,000 job.

To our amazement she sold the house very quickly for \$850,000 in as is condition. If you take into account the roof, that's \$60,000 more than we were even hoping for. But Juliana knows the market and is a professional.

In the end, we were so grateful; we were not only happy to pay the commission but decided to also pay her a bonus for her incredible work!

It's a lesson everyone should learn. You won't save by getting a discount broker to sell your house for whatever they can get for it. Go to the professional, pay for the services and in the end gain tens of thousands of dollars.

She is someone you should be proud to have working for you.

Sincerely,

  
Wandun Dai and Bin Tang  
1074 Sweet Avenue,  
San Jose, CA

