

Good day!

I first wanted to apologize for the tardiness of this letter. I have been extremely busy, but that is no excuse.

I wanted to thank you, Bob, and your team for a job well done! The time I spent with you was exceptional. You are an intelligent, observant, talented, honest, gifted realtor, and I am indeed blessed to have had your help finding my dream home. Even through the most frustrating times of not being able to find that right home at first, and with the loss of our first attempt, you stayed steadfast and resolute. I am sure I was a difficult client, trying to find that "just right" place.

You were patient, listened to everything that I had to say in every home we went into, and tailored the future viewings to what I wanted. You had a keen eye for determining what exactly I was after, and used that talent to help me make a decision. You didn't pressure me, or try and talk me into a place I didn't want. You had a lot of the same observations of the places we went to, and one of the most important things about the whole experience was that we seemed to think a lot alike. It is a true talent to be able to know what your client wants, and tailor that to the viewings as best you can, and pointing out things I may have missed.

Through it all though, you stuck with it. Even in the difficult times. Your confidence was important to me, because at times, I didn't think I would ever find a place I liked. You knew I would though.
:)

With the invaluable assistance of Joanna (who helped out a ton - thanks for finding the place Joanna!) and Anne, we found a place together that I am enjoying calling my home. I don't know what I would have done without Joanna sending me out the listings, or keeping in touch, and making sure all my questions were answered. Anne made me feel welcome with her warmth and strength, and every time I spoke with her, either in person or on the phone, made me realize why it was good to be back in the Maritimes. The three of you were the foundation of the confidence I felt in looking at new houses every day. Until we found the right one.

You all made me feel welcome and took a lot of the pressure off of my back just by being you. You didn't treat me like a client, you treated me like part of the family, and that made the trip a lot less stressful. You even took me out to supper, which was great, and a welcome event. You made me feel like I was the most important client you had, and that was important to me.

Sometimes it was frustrating not finding that place you like right away (or finding it and losing it), but with your help, it made the difficult task easier. Until finally, we found it.

I am extremely satisfied with everything you did for me, and I would highly recommend you to anyone looking for a home in the Halifax area. You guys are truly "the elite".

Thank you, with the greatest sincerity. Words alone cannot express how grateful I am for all of your help. If you ever need anything, you have but to ask.

Thank you again.

Tim Cooke