



Stefan Walker
Alain Pinel Realtors
167 S. San Antonio Road
Los Altos, CA 94022

December 2015

Dear Stefan,

Vida and I would like to thank you very much for selling our home in Cambrian Park, San Jose. We had recently decided to relocate to Los Altos to be closer to work and were referred to you by our realtor representing us in the Peninsula area. Given our situation and the competitive market in Los Altos, we were advised to move out and rent a place in the Peninsula while preparing our home for sale. We felt overwhelmed and confused.

That's where you came in. You were wonderful at explaining the home-sale process to us, providing us with our options and clearly explaining what to expect in each scenario. You were patient, calm, very informative and never pushy. And your recommendations were very helpful. We ended up remodeling the laundry room/third bathroom and staging the home using your contacts. The contractors were professional and the work came out great and on budget. We also appreciated you handling everything so seamlessly. We literally didn't worry about anything. And the staging made the house look phenomenal!

The true test was the sale of our home within four days of hitting the market, with the highest price in the history of the neighborhood to date! You created a bidding war with the first offer which benefited us well. In fact, you had to cancel your only broker's tour because we were already in contract with the buyer.

Thank you. Thank you for all of your expertise, advice, and skill. You are so humble yet so talented. We highly recommend you to anyone seeking representation from a real estate agent.

Sincerely,
Sebastian & Vida Kanthak