

Jorge Barrios
Deanna Wilkes-Gibbs
Palo Alto, Ca

Christopher A. Trapani
President & COO Coldwell
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Dear Chris,

When my wife Deanna and I decided to buy a house I first turned to the internet to research real estate agents in the Bay Area who were not only successful but also had impeccable reputations. My search quickly brought me to Juliana Lee of Coldwell Bankers. I kept seeing her name over and over again in the listings of bought and sold homes. I considered myself a novice in real estate so I wanted to make sure I worked with an agent with a great deal of experience in buying homes in the Palo Alto area.

When Deanna and I met with Juliana for our FREE Market Consultation, we soon could see why Juliana is so successful. Her knowledge of the housing market was very impressive and we could tell right away that she was in complete command of the type of offer it would take to secure the home of our dreams. Still, the first offer we made on a home was below Juliana's recommendation and we didn't get the house. What most impressed us at that point was how Juliana treated the situation. There wasn't any "I told you so" attitude. Instead, Juliana patiently explained that this was part of the learning process buyers go through and helped prepare us for our next offer.

We didn't have to wait long as Juliana's extensive contacts alerted her to an amazing house in Palo Alto that was becoming available but was not yet listed. We were able to see the house that same day and make an offer soon after. When our offer was accepted Deanna and I were very pleased that we had Juliana as our agent. I have no doubt that we would have paid substantially more for the same house if we had a different agent. Juliana's experience and expertise drastically reduced the amount of time it took for us to find our home.

We are recommending Juliana to our friends and family!

Sincerely,

Joge Barrios Deanna Wilkes-Gibbs

cc. JaneBigelow - Manager
Juliana Lee