

Moving into a Palo Alto home is not a trivial undertaking. For years, the market has been very tight, with many people vying fiercely when a home becomes available. For nearly a year, I relied on a realtor to find me a home to enable me to move from Santa Clara to Palo. But in all that time, this realtor came up with nothing.

When I changed realtors and enlisted Juliana Lee to find me a home, things moved fast. One day when I had been complaining to a friend about the apparent impossibility of moving to Palo Alto, this friend told me that the answer to my problem was Juliana Lee. Juliana, he said, was the best agent for the Palo Alto area; he had used her, he was very happy with the home Juliana had found for his family, and he was very happy with Juliana.

Within two weeks of my meeting with Juliana, we made an offer on a home. But there were 22 or 23 offers, and mine was not the one accepted. But within another week or so, Juliana had found another home. This house also had multiple offers; but this time, mine got me a wonderful house in a quiet neighborhood near a park and at a good price. In my opinion, this wonderful outcome was due to the fact that Juliana is very good at price negotiation.

Of course, I feel very happy that I will be moving to Palo Alto in a couple weeks. But in addition to gratitude to Juliana for making this happen at last, I also feel grateful to her for making the experience of buying my first home a pleasant and highly educational experience. As a first-time buyer, everything about the process of buying a home was new. Juliana took the time to explain everything, and she did so very clearly and with obvious insight that revealed to me how much knowledge, as well as hard work, provides the foundation for helping home buyers achieve their dream.

With the greatest enthusiasm, I recommend Juliana Lee to anyone interested in buying a home in the Palo Alto market.

Sincerely yours,

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