

G-II George Varrato II, Realtor, ABR, e-PRO 500 / USAF Retired - Red Horse 820th CES

From: ZS [askLori&G-IIForeMailAddress]
Sent: Thursday, May 29, 2003 8:26 PM
To: Gerardo@SomeWhere.com
Subject: Why we chose G-II for our Realtor...

Hello, Tech Sergeant Smith-Salinas;

My name is XXXX (Joe) XXXXX, and my wife and I have been clients of Coldwell Banker's Lori Klindera and G-II Varrato for three years now. Please pardon the uninvited e-mail, but it came to our attention that you are making a move to the Valley of the Sun, and we wanted to give you some helpful hints (if you are feeling receptive). :)

Since my wife and I have very particular tastes, ideas, and methods of doing business, Lori and G-II are a natural fit for us - we communicate almost exclusively by e-mail to allow us to purchase investment and primary properties at our leisure with a minimum of schedule adjustment. We save time by not having to drive all over town, read through classified ads, or even read the home magazines because G-II and Lori sort through the available real estate for us, and send us the filtered results for our approval. When G-II and Lori send us info on stuff we might like, we respond, and if things go well, we complete almost all our business electronically without having to leave work or waste our precious personal time! In our book, that kind of service is priceless.

Additionally, they have saved us thousands of dollars in our purchases over the last few years because of their tenacious approach to determining the quality, integrity, and feasibility of the homes we've looked at purchasing (and have purchased). This money, has it not been for them, would have been spent on repairs, back fees, and upgrades the sellers should have made before the sale. Who knows if we would have been "up the creek" or not with these sometimes VERY necessary improvements? My wife and I had no idea what a CLUE report was, what the CC&R's meant to us, or even how county Radon/soil reports affected our home buying decisions until we met this team of great people. We have both Lori and G-II and their trusted home inspector, Gary Swintek, to thank for our solid purchases. Their advice and direction kept us from having to lay out more money after the sale.

Look, I know I must sound like a sickeningly-sweet advertisement for these folks as Realtors, but they have absolutely gone above and beyond to accommodate our needs, provide us superior knowledge, and exceptional service. That's one of the main reasons USAA lists them as a preferred agent, and I trust USAA's judgment. You just can't go wrong with these great folks!

Please feel free to respond with any questions you might have about our friends Lori and G-II, as I would be happy to answer with complete sincerity.

XXX (Joe) XXXXX
Phoenix, AZ

(You won't get any further e-mail from me unless you request it, and I won't share your e-mail address with anyone, and you must get my e-mail directly from Lori & "G-II")