

From: Jim Rogers
Reply-To:
To: John Caliendo <john.caliendo@gte.net>

Subject: RE: Realtor/Letter of Recommendation

I dont blame him for being skeptical of agents. I'm quite negative on them, which is why I'm impressed when I see one that adds value and really earns their commission. You did alot of work for this one. You're welcome to use my name.

I've had several bad experiences selling real-estate. Most agents suggest an inflated price to get the listing, then explain why you have to lower it when the property doesn't sell. (I always fire the agent at that point out of principle. I have fired at elast three that I can remember). You were the first agent to ever say "dont take this lower price. I know the market and the property should get more. I am embarrassed that it's taking so long" I was impressed that you stood up for your original price and hung in there, rather than try to gab a commission and move on.

It's a great story, which I have told several people. I use it as an example of good real-estate advice, from someone who knows the market. You are the first agent I have ever seen that didn't say "take the offer" or "pay full price". Most seem interested in closing at any price. I appreciate that you were committed to helping me get a good price. We would have purchased this place regardless, but having Stanford close when it did provided me with the funds to do so comfortably.

thanks again.