

April 19, 2006

Theresa Wellman was our real estate agent for the purchase of our new home and the sale of our condo. In this process she expanded our search to new areas of San Jose we never thought we could afford. She worked around our schedule to take us house hunting. We ultimately fell in love with a very nice single family home close to Santa Row. There were multiple offers on this home, all over asking price. Theresa immediately stepped into action to create the best possible offer with us. She encouraged us to write a letter to the seller explaining our plans for the new house. She personally presented our offer to the selling agent and made a very strong professional impression. She worked directly with our mortgage broker to get all our financial papers together. All of Theresa's actions and professional demeanor resulted in us getting the house at much less than the highest offer! We really owe it to Theresa that we got the house of our dreams.

Theresa Wellman also got our condo ready for sale; virtual tour, staging, marketing flyers. She finished all this within 2 weeks and our condo was ready for an open house. After less than one week on the market, we had 2 offers. There were several other condos in our complex for sale, and ours was in escrow only 8 days after being on the market! Theresa Wellman has a wealth of knowledge and resources and it not put off by detail tasks or big issues.

Again, the hard work of Theresa Wellman and her team made our purchase and sale very efficient and pleasant.

Ines Amaro and Mohamad Bibi