

February 16, 2008

To:
Theresa Wellman
Intero Real Estate Services
12900 Saratoga Avenue
Saratoga, CA 95070

I know Theresa Wellman through my work colleague, Ryan Wellman. Talking to Ryan, I knew about Theresa's transition from a hard-working engineer to a successful real estate agent. Because of this background, Theresa was my first contact for a real estate agent when I started to look for a home.

Coming from abroad, the process of buying a home in the USA was quite unfamiliar to me, but Theresa did an excellent job in explaining everything and guiding me through the whole process. I always had the feeling that I knew what was going on and what I was signing, as Theresa was always on top of everything making sure that I felt comfortable and content.

Based on my "Musts-Wants-Don'ts", she scouted out only the homes that fitted my requirements and pre-visited them. This led to only one, very efficient house-touring trip to find the home I ended up buying. Theresa pro-actively contacted the other parties' real estate agent right away to indicate my interest, which helped later when another party brought in an offer. She was very responsive when this second offer came in at the same time I placed my offer and because of her quick response and actions, my offer was the one accepted. Theresa even followed up after I moved, to ensure everything was to my desire.

I recommend Theresa anytime as a hard working, professional, experienced and very friendly real estate agent.

Thank you,
Stefan Eberle