

## Elizabeth Restat

July 29, 2012

### Recommendations for Bernice:

#### Buyers' Agent:

- Bernice is tireless and determined, hardworking and stubborn –in the best sense of the word – when it comes to making the right deal happen for her clients.
- During a very difficult negotiation with our seller, one during which she was advised several times that the quickest option was to just find another property, Bernice always reacted by doubling up on her efforts to make things work.
- However, the most noteworthy thing about Bernice - what separates Bernice from just the bullish hard working all star that you want on your side during a difficult deal - is her understanding of human nature.
- Bernice has a keen eye for matching potential owners – their needs, their goals, and their habits – with the right piece of real estate. It is not the average realtor who is able to, in one visit, understand the kinds of small details that will make a house work for someone. In my case, as a confirmed packrat, it was obvious I could not have a large open public space that featured my cluttered desk. We were able to focus our house search on something that properly closed that off in a private space. This is just one of many little puzzle pieces that went together to properly situate myself and my daughter in a house we love.
- And on top of all of that, she's wonderful to work with! She has an excellent sense of humor, has a network of professionals that clearly cherish her as a friend, and is overall the REAL DEAL in Austin real estate.

#### Seller's Agent:

- As a seller's agent, Bernice excels in getting a property ready for the market. She understands well the importance of a well-staged, well-marketed property, the power of the internet in selling a house, and providing her clients with relevant feedback once the house goes on the market.

- Bernice has a great eye for balancing a buyer's priorities and a seller's marketing budget- there's no need for things that won't sell a house, and those improvements you need to make are well chosen and kindly presented.
- Bernice also does a great job of project managing the process of bringing a house to the market – once you set a date, you can bet that the house will be ready to roll. Her preparation of her marketing materials – particularly the care into which she puts the photographs of the sellers' house – is painstaking. Your house will never look so wonderful as when she's ready to sell it!
- My house sold in four days- largely due to the internet presence Bernice worked to set up at the same time as making it to it available on the MLS.
- Bernice is just as strong in seller negotiations as she is when her client is the buyer – she sets a good price, and she gets it. Quickly.

Please feel free to contact me as a reference if you like.

Sincerely –

Elizabeth Restat