

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

From: Andrew Caggiano [andycagg@cox.net]
Sent: Monday, June 02, 2003 9:08 PM
To: G-II@HomesInPhoenix.net
Subject: Fw: G-II Varrato and Lori Klindera

G-II,

FYI, here's what I just e-mailed to your brokers. I hope it's helpful!

Andy

----- Original Message -----

From: [Andrew Caggiano](mailto:Andrew.Caggiano)
To: LLightfoot@cbsuccess.com ; bjilbert@cbsuccess.com
Sent: Monday, June 02, 2003 9:06 PM
Subject: G-II Varrato and Lori Klindera

Dear Linda and Bill,

I would like to make you aware of my thorough satisfaction with G-II Varrato and Lori Klindera as they helped me find a home in Goodyear. I know I wouldn't have been able to find a home as quickly or as easily without their help.

I was impressed with their team as soon as they got in touch with me. Their detailed knowledge of the entire Phoenix area gave me confidence in them right away. G-II sat down with me for a couple of hours our first meeting and explained all the ins and outs of Arizona real estate law that may affect my purchase. This allowed me to relax and know that they would be able to handle all the "dirty work" of my home buying venture.

When we hit the road I was again impressed by Lori's knowledge and patience. We must have walked through over thirty homes by the time I finally settled on one. Lori had a great attitude throughout, and as I got frustrated she kept me positive and motivated to find the right home. We looked all over the west side of the valley, from south of I-10 to the Arrowhead Lakes area. If it wasn't for her I might have given up!

As I finally decided to make an offer on a house, the seller was not very cooperative. G-II and Lori wisely advised me to walk on the offer and resume the search. They helped me find a home that I not only liked better, but was much more reasonably priced. I got a great deal on a home, well below the appraisal value, and I am much happier here than I would have been in the first home. Again, I owe them much gratitude for their patience.

Once the papers were signed I discovered that the sellers removed some patio furniture that was to convey in the purchase. Apparently the sellers had sold it at the last minute. Before I could blink Lori and G-II told me they would provide me with some patio furniture to replace what was sold. I was able to comfortably settle into my new home with no worries about that situation. I greatly appreciated their commitment to my satisfaction even after the transaction was complete.

I've bought and sold houses in the past and worked with all calibers of real estate agents. Lori and G-II stand out head and shoulders above any of them. I think they are a great credit to your organization and would happily recommend them to any of my colleagues moving to the Phoenix area.

Best Regards,
Andy Caggiano