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To Whom It May Concern:

We found Jay Costa to be a good partner to have when selling our property and we can highly recommend Jay and his team. Jay helped us through the entire selling process. He was there with good information and input before the sale, during negotiations, after the sale and at closing.

Jay will prepare a good marketing plan and explain to you how he will take your property to the market. He helps you by preparing a good assessment of the market of like properties which helps you establish an informed initial offering value for your property. He will introduce you to the great team he has in place for you to work with. During the time your property is on the market he keeps you informed as to what is going on in the market with like properties. If there is a need to change your offering he will help you make an informed decision.

We found that Jay is an asset to have on your side during the negotiations. He has a good knowledge of the negotiation process. He helps you with the give and take necessary to successfully get the deal done. He understands the timing of the steps in the negotiation process which helps you respond appropriately to offers. Jay will not let you get tied to a deal that is not good for you.

After the sale Jay and his team are very helpful. They provide a lot of helpful information on the things you need to do to have a good, smooth closing and life after closing. They will do some of the leg work for you. They provide timely reminders for some of the many details that need to be handled in a timely manner.

At closing and right before Jay and his team work with the lawyers office to ensure the docs get done in time for you to review. Jay will review the documents with you to make sure you are comfortable with what you see. And finally he will be there with you to make sure things go as expected.

However we think most important Jay is just a good person with high ethical standards. He has good morals, is trustworthy, exercises good judgment and is a steady and thoughtful individual. We think you will feel as good if perhaps not better about Jay at the end of the process as you do when you employ him to sell your property. We know we did.

Judy and Jim Warren