

To whom it may concern, Feb. 15, 2021

When Curt and Joan Kruse decided on their excellent California adventure 10 years ago, we helped them buy their first home in the San Francisco Bay Area. They were preparing their family home for sale in Minnesota when Curt started his home search here. The market was recovering from the financial crisis but in the area the Cruz's were looking to live were strong and it was often a multiple offer situation. Curt found a home but there was not enough time for Joan to fly out to see it for herself. Instead, Curt used Facetime to walk Joan through the house and that evening they agreed to make a contingent offer. They immediately put their Minnesota house on the market and in 45 days the transaction was complete, no drama and all parties delighted with the transaction.  A few years later, the Kruse's decided to move closer to Joan's work at Stanford Hospital and again, they quickly found a house with a view of the bay that they could not pass up. Again, we immediately put their house on the market and we were able to close both transactions 40 and 42 days later. No fuss, no muss, both very clean transactions.

Curt and Joan are dream clients. They seek advice and guidance and then do what they say they will do. While buying and selling a home is often very emotional for clients, Curt and Joan approach it as an important family business transaction. They agree on their goals, set their terms and don't waiver in the process. I am not sure which of them is the most detail oriented, but in both transactions the loan process progressed smoothly and closed on time.

The Bay Area market has been very competitive both times the Kruse's have bought and sold their homes. They are comfortable writing an aggressive, competitive offer with the intent to get their offer accepted, not an offer hoping for a counter offer from the seller. I believe this is why they have been so successful in both of their transactions that have required them to sell their house while simultaneously competing in a multiple offer market.

The Bay Area is a low inventory, multiple offer market. The Kruse home is fully updated with all of the desired touches in a home. It's turn key ready with a magnificent view and tons of privacy. They will be able to sell their home for top dollar as soon as it is on the market. We will be pulling out the stops when we market their home. If needed, we can put together a package to show how their home is being marketed and present comps that will assure any sellers that if they select the Kruse's offer, they can be confident their California house will be sold in the time needed to close both transactions as agreed.  In order to make this move a success, I expect to work with their agent(s) in Minnesota to support the transactions from beginning to close on both sides.

You can rest assured that if a seller accepts their offer on a home, it will close as written. You will have full access to the process of the transaction on this end and a very comfortable close of escrow.

Sincerely,

Tracy Parker

Berkshire Hathaway Home Services

Certified Residential Specialist

DRE#1858623

925-389-0645



