

To whom it may concern,

07/02/15

Hello, my name is Mike Ortega. Previous owner of 373 Kenbrook Circle. It's with great sincerity that I write this letter to give my highest recommendation to my realtor Erik Mitto. As a General Manager at a fortune 500 company, I understand how important it is to go above and beyond for my clients. I can honestly tell you that your choice of realtor will make a huge difference in your transaction. Please allow me to explain.

In selecting the realtor to sell my condo, I had many choices. Getting the most for my home was very important, but I also needed to feel I could completely trust the individual to take care of my home as I had moved away and would not be able to take care of many issues or needs. I could tell through my conversation with Erik that he knew what he was doing and I trusted him to handle it.

Erik made all the necessary recommendations to make my condo shine for the sale. He brought in the painters, handymen, cleaners, and inspectors to get it ready. To my dismay, during the inspection, it was discovered that my hot water heater was leaking and needed to be replaced ASAP. When Erik called me, he already had the pricing and installation for a water heater that met or exceeded my previous one. All of the work was done the next day by his handyman, all to code for half the price I found in the retail space. Unbelievable!

Erik negotiated and sold my condo, 3 bed 2 bath condo in 9 days for the highest price that I could find any similar unit like that had sold for in that complex. I was blown away when I learned that over 100 people had been to the open house over the weekend to look at it. I listed it at \$370,000 and it sold for \$405,000. \$35,000 over list! Comparable sales only showed I would get around \$380k or \$390k for my unit. To say the least, that exceeded my expectation.

I'm fortunate to have found Erik and his team. I do not feel I would have gotten such a high price for the condo or the unbelievable service if I had gone with somebody different! Your choice of realtor really will make a difference, if you decide to choose Erik, you won't be disappointed!

Sincerely,

Mike Ortega



May 5, 2015

To any potential seller,

Erik Mitlo is an amazing agent, please allow me to explain. Previous to trying to sell our home at 1221 Sierra Mar in San Jose, we purchased our retirement home in Fernley, Nevada. We needed to sell our home in San Jose to complete the move and pay off newly purchased home. We put our home on the market with a different agent in August 2014 and after over 3 months on the market and to our disappointment our home didn't sell. We couldn't understand why? At this point we were in desperate need of help because we had not planned on paying two mortgages for that long. Enter Erik!

After seeing his signs around the neighborhood and noticing his card at our house, we called him looking for an agent that was active in the area. We met with him at the home and he proceeded to tell us what he would do differently. The other agent insisted that we paint our house and do all kinds of work. Erik was honest with us and told us that we didn't need to do any of that and that he was confident he could sell our house the way it was. We trusted him and Erik had our home sold in 30 days and for \$5000 more than we wanted! He was a true professional and an expert in his craft.

Not everything about the transaction was smooth though. We had some work done on the home back in the 80's that we knew for sure was permitted and finalized at the time but for some reason the city records did not show the work had final sign offs. The people buying our home were very insistent in seeing the final sign off permits; we knew this was going to be a deal breaker if we couldn't show them we had it. We were so worried, it would have just been our luck. Erik took command of the situation, went down the San Jose Building and Development Department and was able to get a final inspection for the next day! We got our home signed off with the final inspection that day, 25 years after the original work was done. If Erik had not done this it would have prevented the home from selling.

Things will come up during your transaction your not even thinking can happen. You need somebody who knows how to take care of you. We were so happy, we cannot say enough about Erik he truly took care of us. We highly recommend you use him. We can now move on with our life.

Sincerely,

*Richard Dyson
& Rosemary Dyson*

Richard and Rosemary Dyson

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