

To Whom It May Concern:

We highly recommend Gilda Johnson to represent you as your real estate agent.

My husband Joe and I had been looking for a house on our own for approximately six months. When we found a house that we found acceptable, we had not considered whom we would have sell our existing home. We agreed with the selling agent that he could represent our existing home. It was a disaster. The market was hot and we expected to sell it within a week or so for close to our asking price. Six weeks later, we had not sold our home and lost the new home due to a contingency. The agent stated that we were priced way over market and that we should be asking in the neighborhood of \$60,000 less. We quickly terminated our services with said agent.

We had always seen Gilda Johnson signs throughout our community. The sign would go up, with an immediate SOLD, and then the sign would be removed when the new owners moved in. Gilda appeared to be very successful, so we gave her a call. It was the best call we ever made.

I knew just by speaking to her over the phone, that she was honest, reputable, and a good person. She sincerely wanted to help us. She suggested we sell our property first (putting us in the driver seat) and then look for a property. We agreed that Gilda would not only help us sell our property, but would help us find a new home as well.

As we initially expected, our house sold within a few days at very close to our asking price. We were now on a mission for our new home. We had very specific ideas of the house we wanted to buy and the type of neighborhood we wanted to live in. Gilda would not let us waiver in our quest. The house market was so hot that houses sold the day they went up on the market. We looked for months. At one point we were willing to settle on a very nice house, even though it was not exactly what we were looking for. Gilda would not hear of it. She stated that she never sold a house to someone that wasn't exactly what they were looking for. I received a call from her one night saying that a house was going to go up on the market the next day, but she hadn't seen it yet. We went and looked at it that afternoon. From the front, we were concerned that it was going to be too small. We entered the house. As we went from room to room, it became more apparent that this was "our" house. It was exactly what we were looking for in the neighborhood we wanted to live in! We submitted an offer and got the house!

Now the hard part started. There were a chain of four parties that needed to be coordinated, with three different agents. We were facing a 90-day escrow. Once again, Gilda was amazing. She was ALWAYS on top of everything: paperwork, timing, escrow, financing, making sure everyone else was doing what they were suppose to do. In a lot of cases, she was doing the other agents' work just to keep things moving along. I am still amazed at how many incompetent agents there are. She ALWAYS looked out for our best interest and she was ALWAYS professional.

We have bought and sold several homes in our lifetime. It is never an easy process, and we have NEVER been satisfied with ANY agent. I could honestly say that I was disgusted by the amount of commission they got for doing so little. That all changed with Gilda. She earned every penny. In fact, I think she should have gotten the commission paid to our buyer's agent.

I guess the best testament that we can offer is that Gilda will be the only agent that we will ever use to buy and sell any property in the future!

Sincerely,

Joe & Linda Castro
Floral Park, Santa Ana CA