

January 8, 2001

Dear Ira and Carol:

My sister and I recently found ourselves in need of selling my mother's home as part of the estate liquidation process. Needless to say, it was an emotional and trying time for us. We needed a real estate agent who would be understanding of our needs, knowledgeable of the area market, and effective in bringing the sale to closure in a short period of time. We turned to a family member who had retired from the real estate business, for references. With no hesitation and with absolute confidence, he recommended: ~~the~~ the Serkes.....the Berkeley experts.....who will take care of all your needs!~~the~~ Now we owe both the family friend and the Ira and Carol Serkes team a great deal of gratitude!

You provided us with trusted local referral lists for property inspections and services needed in preparing the house for sale. The listing procedures, the ~~the~~ open house~~the~~ event, and the final closing were over before we knew it! The internet listing was done most professionally and presented the property to its best advantage to a vast market. How great to have multiple offers from which to choose! Efficiency at its best!

As ~~the~~ sellers~~the~~ we were happy with the results; we understand that the ~~the~~ buyers~~the~~ also are happy with the results! What more could one ask for?

Once again, thank you for your very personal services!

Mary Fonseca

Bill Gonsalves