

John & Patricia Smith  
1234 Main Street  
Gig Harbor, WA 98335

**I Have Never Done Anything Like This Before, But You'll Like to Know...**

Dear John & Patricia,

**We are your neighbors, Warren & Claire Hendrickson** and we live at 7510 44<sup>th</sup> Street Ct. NW. My family and I have been living in your neighborhood for nine years. (Many of your kids know us as the Whistle house at Halloween). *We have loved living here* because the neighbors are friendly and willing to help, great schools, and the yard has been a passion for gardening. But now we are moving to be closer to our work.

Certainly by now *you have noticed* the For Sale sign just went up in our yard. We have chosen **David Cathers** of Keller Williams Realty to represent us in the sale of our home.

I've never written a letter like this before, and the reason I am writing is to make sure **you are first to know** that we are selling our home. *If you have any friends*, family members or perhaps coworkers who would like to live in your neighborhood; you might want to tell them about our house.



**Wouldn't it be nice if you could pick your next neighbor?**



Here is the phone number your friends can call: **877-560-0175, ext 2066**. When they call they can listen to a **FREE recorded message** that provides the information on our home and how to receive a free information package including financing options. And the *best part* is that they can call 24 hours a day, seven days a week. For a Virtual Tour visit: [www.Obeo.com/560409](http://www.Obeo.com/560409)

If you are into texting then **text: 418991 to 555000**. (std/msg/data service rates apply. text 1096 for terms)

When we find a new owner I will write you again and give you all the details!

Respectfully,

Warren & Claire Hendrickson

David & Karen Gillespie  
2716 N. 29<sup>th</sup> Street  
Tacoma, WA 98407

Dear David & Karen

I recently **Sold** my home at 2716 N. 29<sup>th</sup> Street, Tacoma, WA and am moving to Gig Harbor. I'll miss the summers on the deck watching the fireworks on Fourth of July, but I'm trading that to get closer to work and other family.

I want to **share with you** my experience of working with **David Cathers** during the selling of my home. Quite simply, I *highly recommend* him to you, should you or one of your friends ever need real estate services. I first met David through the Gig Harbor Rotary Club. (Currently he is President of this club). Certainly I have always been impressed with his professionalism and enthusiasm. When it came time to sell, I had no doubts about who to call.

From day one, David put our needs first. He was always responsive and sympathetic. He left no detail uncovered and his high standards shown through from our first meeting. I have sold a few homes in the past but *never before* had I received this **special** kind of service.

David's knowledge of the real estate market is obvious. We were nervous about putting our home on the market at this time, but David's leadership guided us to understand that this was the perfect time. **We were glad we listened.** Other people had suggested waiting until after the holidays. (*Just like everyone else does*). The problem with waiting until after the first of the year is that you will then go on the market with everyone else. Competing with more houses on the market is not what we wanted to do. After all, as David said to us, "do you want to list your house or do you want it Sold?"

**SOLD was our answer.** And WOW, he had a buyer in the first 10 days. His *marketing skills* are second to none. Who wants to list with someone saying the same old things? (Quality, Number #1, see the picture of my dog? etc, etc, etc.). Who cares about their dog when you want your house SOLD? And wouldn't you hope their work was quality?

As a *thank you* to David for all he has done for us, we are letting people know firsthand that he has been a wonderful resource. Call his Homesellers Hotline to hear a free recorded message about how you can save thousands of dollars when selling your home or to get a **FREE Home Evaluation.** There is no obligation and I know you will be happy you called David. The call is free too -877-560-0175, **ID 1000**. Or his Direct line **253-278-9251**.

Your former neighbor,

Karen Gillespie