

TO: Sean C. Hess

FROM: Craig and Jeanne Walker

RE: How it went for us in buying 237 Deportivo Dr St Augustine

DATE: July 28, 2014

On a bright sunny Thursday in late May we were approved for a VA home loan by Vystar, hooray. Vystar said they would have Watson Realty contact us right away. That did not happen. So . . . Saturday afternoon we started shopping on our own and found one we seemed to like. We called the realtor to inquire and found out that it had just sold, shucks. Two minutes later our phone rang and it was that very same realtor, her name was Roni Heinrich. She asked if she could help us find a different home. I said yes but she needed to understand that I am a very impatient person. Instead of taking that as a challenge, Roni heard the opportunity and ran with it. We looked at several homes within the next two or three days and finally found our dream home. Three offers and counter offers later the deal was on its way to the lender. We called (bugged) Roni through the process relentlessly and she either answered or called right back EVERY TIME. Her communication with the mortgage broker, title company and listing realtor was continuous and accurate. Results - we were ready to close almost a week earlier than scheduled.

Here are our comments about Roni Heinrich: bright, extremely experienced, totally professional, full of energy, no excuses, wonderful personality AND even a top 10 in appearance on top of all her intellectual traits. We were very lucky to have her as a partner during this very complicated and important process.

In my lifetime (older than dirt) this is the tenth home I have purchased. So my ratings of our experience with At Augustine Team Realty are up against many, many others. Our rating is 5 Stars (with 5 being the best). We would be glad to be a reference at any time.

Thanks to all of you and especially Roni.

Sincerely,

Craig and Jeanne Walker

P.S. You ought to see our house, it is awesome!