

On 5/21/09 10:29 PM, "David Grainger" <DGrainger@blackandmcdonald.com> wrote:

Dear Ed

Joe Malec is a realtor who always goes the extra mile and should be recognised. This time Joe is helping with the sale of my in laws home. I was prompted to write when Joe spent the day and his own money at City hall to sort out an issue with a 25 year old extension to a property for which the building permit was not electronically filed. This is typically a job the purchasers lawyer would undertake and bill to the purchaser. Rather than cause the seller or purchaser any further upset Joe took it upon himself to just get it done.

Realtors What value do they bring to the table.....

Before coming to Canada from the UK in 2003 the much maligned Real Estate Agent or Realtor was fast declining in popularity. The speed of decline was increased by Realtor complacency, deregulation and the increase in internet advertising. On arrival in Canada I assumed that a similar transition would be taking place here and was certainly surprised when I started house hunting that I was introduced through the brokerage to a "Buyers Aid"

The first one is always the easiest, realtor fees are borne solely by the seller and if like my wife and I you have clear ideas of what you want scouring MLS the local papers and driving round usually results in finding the right property.

The second property I bought was on behalf of my sister in the UK. This was to be a rental investment property that maybe one day she would live in. Looking for an investment property for someone else was an altogether different prospect than looking for something to suit your own taste. Lady luck was on my side and during an open house in Waterdown I met Joe Malec.

Joe Malec is a Realtor with Remax Garden City , right from our first meeting it was clear he was a font of information, helping guide me through the pitfalls of rental properties, advising on the type of property that would be easy to rent and importantly maintain. Joe eventually directed me to a property that was ideal and then linked me with Hummingbird Homes to help with the renting and management of the property. At this point I thought that Joe had played his part completed the sale taken the commissions and so I figured apart from the occasional correspondence I would probably not see much of him.

How wrong I was. Joe has been continually helping and advising me on all property matters. He guided me through the minefield of property fencing and owner liability when neighbours wanted to cost share. It was Joe who turned up one Saturday morning to help re-sod the back yard when a dog owning tenant destroyed the grass. It was Joe who did the leg work and went round several retirement homes when it was time for Mother and Father in law to find a place with help.

When we decided to move we engaged Joe to negotiate on our behalf for the new property and to sell our property. To ensure a quick sale Joe offered and we accepted the services of his "fluffer" who provided positive advice for the sale of our property. We were so successful that as we were closing the door to the open house we were opening the door to the 97.5% offer. Within 8 weeks of starting the whole process we had moved in.

Joe continues to help and always seems to go the extra mile. My initial impression of the "Realtor" has had to be revised. I now see the value a good Realtor brings to the table. Joe has now helped my family through the

purchase of 3 houses the sale of 2 and the move to a retirement home. The rental property has had a tenant every month for the 4 years of ownership. Joe has become a family friend and advisor on all of our property transactions.

Regards

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