

The Wilsons

January 2, 2010.

Testimonial concerning Doris Gulkison, Realtor.

We were clients of Doris Gulkison for the period September 13 to December 1, 2009, a time of interesting challenges in the Vancouver real estate market.

Doris represented us in the purchase of a home in the South Main Street area. It was a competitive situation—two other parties presented unconditional offers, the day after a single open house. It was clear that the purchase price would be substantially more than the list price. Doris provided expert assistance to us in maneuvering these treacherous waters—buying the home without paying more than we had to. We came away convinced we would not have succeeded without her. The period following the conclusion of the deal had a number of challenges. The home had been extensively renovated by the seller himself, who was in another country. Getting our questions answered and ensuring that the house was properly prepared for possession required a good deal of advocacy from Doris. She proved a very effective agent on our behalf.

We then engaged Doris to sell our previous home for us, a townhouse condominium in the same neighbourhood. Despite the hot market generally, we soon discovered that potential buyers were wary of condominiums built in the early 1990s. Doris worked diligently over a nine week period, generated lots of interest and guided us through a couple of offers that weren't meant to be before finally managing the sale at a price that met our needs.

Throughout what became a two and a half month process, Doris provided frequent updates and was always available to field our calls. Potential buyers had many questions about the strata corporation. As we learned, the sale of a strata property is complicated. Doris guided us through all of that. When a well-qualified, seemingly-serious buyer unexpectedly failed to complete her offer, we were, naturally, extremely disappointed. Doris helped us through that crisis and went right back to work.

We are pleased to recommend Doris Gulkison as an energetic, effective, and highly professional realtor.

Sincerely,

Galt & Gerda Blok-Wilson.