

July 18, 2012

Dear Prospective Homebuyer or Seller,

Congratulations! You are done looking for a realtor. You've met Kitty Stockton and she is going to take terrific care of you. My wife and I had the great pleasure of working with Kitty to sell our condo in Carrboro – and she hit it out of the park. Let me explain.

Like my wife, I'm a young professional with a terminal degree in a competitive field, and I consider myself to be a person who has high standards for professionalism and strategies to achieve results: for defining, working towards, and achieving goals with great poise and attention to detail throughout the process. Kitty blew us out of the water.

As you will see, she has many other sterling letters of recommendation that describe her as a serious professional who has superior knowledge, proven strategies, and a winning record. These letters certainly reflect our experience with her. She won us over with her knowledge of our specific market, and continually impressed us with her ability to anticipate the next steps and possible hang-ups and was always prepared with a clear plan forward. Really, in every step of this process, Kitty exceeded our high expectations – and we'd like to echo all the wonderful things that have already been put to paper in support of her.

To add to these, I'd like to describe one way in which Kitty added tremendous value to our experience – and frankly, this is an area of the home buying/selling process I'd never really considered – it's psychology. Buying or selling a home is fraught with psychological and emotion upheaval. There can be great anxiousness and doubt and wild excitement and panic that infiltrate your life as you move through this uncertain process. And going through these emotions can give rise to two very strong needs: the need for information when you want it; and the need to be emotionally soothed and coached so that set-backs seem smaller and milestones feel greater. Kitty excelled at each of these. She was fantastic at delivering information rapidly and empathetically in ways helped us to keep ahead of the process, to remain positive, and to feel secure. For me this was the mark of a true professional. Clearly she knew the business inside and out – and she was warm and caring and nurturing. She sold our home with lightning speed – but it was her warmth that made the greatest impression on me.

Kitty is a rare and wonderful kind of person. I would leave my children in her care. Please do yourself a favor and sign her up.

All the best,

Timothy D. Baird
Blacksburg, VA