

お客様のニーズにお応えしています。

As you know, in every real estate transaction there are always two parties; a buyer and a seller. It is the job of each party's real estate agent to get the best deal possible for their client. Unfortunately, our past experience with real estate agents was that they did the minimum needed to sell a house and, once the deal was finalized, you never saw or heard from them again. Our experience with Kohtoku, on the other hand, was unlike any experience we had ever had with a real estate agent; it was pleasant.

First of all, Kohtoku helped us get our house ready to put on the market. In our case this was easier said than done. The house had been a rental and had been trashed by the last tenants. There was water damage in the bathrooms, the downstairs carpet had been taken up and thrown away leaving only the padding, the sliding door was broken and one side replaced by a wooden panel, the walls and carpet were dirty and one of the bedrooms had been painted a disgusting purple. Aiko Suganuma and her contractor immediately went into action make the necessary repairs.

The original estimate was about \$20,000. Mrs. Suganuma decided what did and didn't need to be done to sell the house, and negotiated with the contractors to get the best price for us. Thanks to her, when the work was finished, we paid less than half of the original estimate. The house looked fantastic. Neither my wife nor I could believe that it was the same house which had been such a wreck just two weeks before.

The day of the open house Mrs. Suganuma decorated the house with flowers, hung towels in the bathroom, and in general, made it look charming to viewers. There was a constant stream of visitors that day, all of them complementing her on how nice the house looked. It wasn't long before we started getting offers.

This brings me to another important part of the selling process; ascertaining the best price for a property. Mrs. Suganuma, in my judgement, is not just a good real estate agent. She is a real estate artist. She has a gift for setting a price that will sell a house for the best possible price. Both my wife and I were very pleased with the price at which she listed our house and the results obtained.

Looking back, I can say with full confidence that Kohtoku Enrerprise is the best real estate agency I have ever done business with. Their hard work and professionalism ensured the best price for our house. You can be sure that we will continue to do our real estate business through Kohtoku in the future; should that be selling a house, buying a house, or managing a property. I always feel confident when Kohtoku represents me because I know that Kohtoku is always in my corner.



スミス夫妻



Sincerely,

Peter Smith

Peter Smith

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