John and Sara St. Simon Finca La Arenera 107 Carretera a San Felipe Antigua, Guatemala Central America 011-502-831-11771

November 1, 2000

## **Dear Persons Concerned:**

We are writing this letter to inform any party interested in buying or selling property to avail themselves of the knowledge, experience, expertise and professionalism of Ira Serkes and Carol Serkes. We have gone through the emotional roller coaster of selling our residence of more than twenty-six years and from our perspective we can certainly advise anyone who is selling or buying property to utilize the capabilities of Ira and Carol Serkes.

As real estate investors, we have bought and sold a number of residences and parcels of acreage. When we sold our residence in Berkley, we experienced first-hand the trauma of selling our own home. This type of transaction is as different as night and day because of the personal attachment to the property.

Our advice to prospective clients of the Serkes is as follows:

- 1) Listen to their advice and suggestions, not your friends and colleagues who are not actively involved in the buying and selling of real estate. The amount that your property is actually is worth and what you think it is worth, could be a difference comparable to the distance between the North and South Poles.
- 2) If you are selling, make sure your home is in the best possible condition; remember every person wants his or her money's worth.
- If you are buying, make sure that the property you are interested in is in the best possible condition in regard to its age and compliance of city codes. Be positive that the property is truly desirable for you, because you will probably be paying a lot of money for it and you do not want to suffer buyer's remorse.

Ira and Carol are professionals and they will assist you in either purchasing or selling. Believe us!

Sincerely,

John St. Simon

Sara Saint-Simon