


March 16, 2012

To Kandi Doyle, Broker  
Keller Williams Realty Las Vegas

Last fall, we visited with our attorney about the possibility of doing a short sale on our home. She told us that the best realtor we could hire for the job was Jeff Howard, so we called him. He answered all of our questions then we set an appointment to get started. We collected the items he told us our lender would want, then met him at his office to sign the paperwork. The house was quickly listed for sale and shortly thereafter we received an offer. Then he began the negotiations with our mortgage company. After some time had passed, we learned that our lender wanted a sizeable contribution from us in order to approve the short sale, but Jeff was able to negotiate that down to  $\frac{1}{4}$  of what they wanted, an amount we could certainly afford. In the weeks leading up to the closing, he continued to guide us and keep us informed of the timing and the steps and made it a smooth transaction. The best part of the whole thing was that once, every single week, from the day we started until it was over, Jeff called us to give us an update – even if he had no news. I had never heard of such a thing from a realtor and it made us feel like we mattered to him. We would highly recommend Jeff as a realtor to anyone in Las Vegas, whether they had a short sale or not.



Howard Wasserman & Hanale Wasserman