

Thank You!

FM: Erin Lobato
TO: Glynis Canto

October 31, 2012

Glynis - We wanted to thank you for all of your help in relocating us "across the river". Even though we were only moving from Montgomery County, MD, we had a lot to learn about Northern Virginia. Your comprehensive knowledge and seemingly unlimited patience helped us grow comfortable with our new "home". In an unpredictable market with low inventory, you were indispensable in identifying properties for us to consider - always sensitive to our top priorities but also suggesting alternatives just outside the box. Oftentimes, you seemed to know about properties just before or as they were hitting the market, giving us a much needed competitive edge. Mark appreciated your thoroughness and analytical approach. I appreciated your sensitivity to the emotional side of our move - finding out about sports for the boys, reaching out to involve me in a community project and sitting in one house with us for over an hour as we discussed our options!

Even after the closing, we still feel your support. Your warmth, depth of knowledge of the market and professionalism combine to make you a truly full-service real estate agent. We were so very fortunate to have found you!

Erin and Mark