

May 7, 2025

To Whom It May Concern,

I am writing to enthusiastically recommend **Wister Chu** as an outstanding real estate agent. Wister recently helped me with both the **sale of my previous home and the purchase of a new one**, and the experience exceeded all my expectations.

Throughout every step of the process, Wister demonstrated **deep market knowledge, strategic thinking, and tireless dedication**. He took the time to truly understand my needs and priorities, offering clear, honest guidance that made navigating the market feel manageable—even in today's competitive environment.

On the **selling side**, Wister provided expert advice on preparing my home for listing, and his marketing approach was both professional and highly effective. Thanks to his work, my house sold quickly and at a price that I was very happy with.

On the **buying side**, Wister was patient, responsive, and sharp-eyed. He made sure I didn't settle for anything less than the right fit and ultimately helped me close on a new home that I love.

Beyond his technical skills and real estate expertise, Wister brings a level of **personal commitment, warmth, and integrity** that truly sets him apart. He made what could have been a stressful experience feel seamless and even enjoyable.

I wholeheartedly recommend Wister Chu to anyone looking to buy or sell a home. You will be in exceptionally capable hands.

Signed by:

Dale J. Duval

4D317C771B54488...

Sincerely,

Jordan DuVal

Sunnyvale, California

(408) 242-5469

jordanduval007@gmail.com

Jim Huang and Janet Chen
Buyer of 13262 Via Blanc Court,
Saratoga, CA 95070

09/24/2024

Wister,

After working with you on our last 3 home transactions, we are still in awe of your unequalled level of service. Thank you for your patience and timely help by quickly finding a new lender for our recent purchase and working through all the challenges due to last-minute complications with selling our Seattle home - have once again proven invaluable. We are beyond thrilled that the escrow closed ON TIME; it truly feels like a miracle!

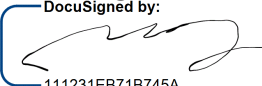
We've never experienced such outstanding service with any other Realtor when buying or selling a home. Having a real estate partner like you - one who guides us with experience, strength, and determination from start to finish, no matter the financial or legal challenges- has been an absolute pleasure.

We are especially grateful for how you went above and beyond after the close of escrow, personally managing the hiring and supervision of all the work needed on our new home to ensure it was move-in ready. This level of dedication is rare and deeply appreciated.

You will always be our TOP CHOICE for any future real estate transactions in the Bay Area, and we will continue to recommend your exceptional services to our family, friends, and co-workers.

Thank you once again for your unparalleled service and commitment to our family.

Warm regards,

DocuSigned by:

111231EB71B745A...

9/24/2024

Jim Huang & Janet Chen

To Whom It May Concern

November 09, 2023

We wish to extend our sincere appreciation and full satisfaction for the exceptional service rendered by Wister Chu as a Professional Real Estate Agent in expediting the timely sale of our previous residence at 2098 Arrowood Lane, San Jose, California which closed a couple of weeks ago. Working with Wister has been an absolute delight, and we are excited to share our overwhelmingly positive experience.

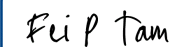
Home sellers are acutely aware of the numerous critical aspects that must be carefully considered during the sale of a property, including disclosures, expenses, and other factors that cannot be overlooked. After interviewing several other agents, it became clear that Wister set himself apart, eliminating any uncertainties with his exceptional professional background and extensive knowledge.

Wister's expertise, professional demeanor, and meticulous presentation conveyed confidence to both sellers and buyers, guaranteeing a smooth and trouble-free transaction. He promptly devised a comprehensive plan including painting, flooring replacement, cleaning, and home staging. Leveraging cutting-edge technology, he effectively marketed and showcased the property across diverse social and print media platforms, ensuring maximum exposure. Undoubtedly, his strategic approach had a significant impact, resulting in the swift sale and smooth closing of our home, even in this challenging market, without any additional complications.

In conclusion, the process of selling our house was both effortless and time-efficient, surpassing our wildest expectations. Wister proved to be an exceptional agent, and it's challenging to find someone better in the field. Based on our outstanding experience, we highly recommend Wister to our friends and colleagues. We consider ourselves incredibly fortunate to have had Wister as our real estate partner. Looking ahead to all our future housing needs, there is no doubt in our minds that we will turn to Wister without hesitation.

Sincerely,
DocuSigned by:

11/10/2023

Fei P. Tam

Former owner, Fei P. Tam

2098 Arrowood Lane
San Jose, CA 95130

Jeff Bell, the Managing Broker
Coldwell Banker Realty
19330 Stevens Creek Blvd, Cupertino, CA 95014

July 01, 2023

Dear Mr. Bell,

We are writing to express our utmost appreciation for the exceptional services provided by Wister Chu of your firm, who served as the listing agent for the successful sale of our townhouse at Mountain View Whisman Station. Working with Wister Chu has been an absolute pleasure, and we are delighted to share our positive experience with your esteemed organization.


When we decided to sell our house, we were confronted with challenging market conditions. The Bay area was undergoing a significant layoff wave, mortgage interest rates had surged to 7%, and numerous properties were languishing on the market for prolonged periods. Understanding the significance of a skilled realtor in the selling process, we engaged with several reputable agents, all of whom demonstrated competence. However, it was Wister's standout attributes that compelled us to entrust him with our property.

Wister's profound knowledge, extensive experience, enthusiasm, and unwavering professionalism left a lasting impression on us. He handled the project with persistent patience, efficiency, and confidence, which resonated with our needs and reassured us throughout the process. Notably, during my 10-plus years at Whisman Station, we have never witnessed a property listed by Wister Chu remaining on the market for more than two weeks. This fact alone boosted our confidence in our decision to work with him.

Wister's marketing proposal and pricing strategy were nothing short of remarkable. Despite the challenging market conditions, he managed to secure four impressive offers, surpassing our expectations by an astounding \$175,000 over the asking price. His expertise and dedication have truly made a significant impact on our real estate journey.

We extend our heartfelt congratulations to your firm for having an exemplary agent like Wister representing your clients. Choosing Wister Chu as our agent was undoubtedly one of the best decisions we have ever made in the real estate realm. We feel fortunate to have had the opportunity to work with him, and we wholeheartedly recommend both Wister and your esteemed firm to our network of friends and family in the future.

In a world where all real estate agents mirror the dedication and proficiency demonstrated by Mr. Chu, the real estate service sector would undoubtedly become a model of efficiency.

DocuSigned by:

7/1/2023
AA521E72C64543F
Htoo Htet & Nay Nung
Former owners of 149 Jasmine Ct,
Mountain View, CA 94043

To Whom It May Concern

March 01, 2023

We'd like to express our appreciation to Wister Chu who is the listing agent of our townhouse sale at Mountain View Whisman Station. It is definitely a great experience to work with Wister.

When we planned to sell our house, tech companies' layoff wave was sweeping through the Bay area. So we interviewed several listing agents and was cautious about finding a great-fit for this sale. Wister was not the one offering the lowest commission, but the one who deeply impressed us by his professional experience and knowledge.

Wister has a profound understanding about property sale, especially for the Whisman station area. Even without fully looking around, Wister pinpointed strengths / weaknesses of our townhouse, and brought up a concrete upgrade plan. We were hesitant if the prior-to-sale upgrade would be rewarded in such a tough market, but were convinced by Wister's explicit opinion. It is proven to be the right decision. After upgrading and staging, the townhouse looks brand new and attracted over 60 groups to visit the open house on a rainy weekend.

Thanks to Wister's great sale and negotiation strategy, we got multiple offers within 7 days. Wister successfully convinced a cash offer to increase from the lowest to highest bid price without any contingency. We finally accepted that offer, which is also much higher than the recent sold price of the same floor plan. All of these are above our expectations.

Wister fully drove sale preparation in an efficient and economical way. All preparation works finished in 2.5 weeks, including house upgrades, staging, inspection, cleaning, photography, etc. The painter and handyman recommended by Wister delivered high-quality work, with a lower-than-market price. Even the house inspector was very glad to help us remove sticky hooks from the wall and move furniture. Before the open house and final walk-through, Wister checked the house condition in detail, made several fixes and touch-ups by himself on the wall/floor/bathroom sink/lights. All his efforts ensure a smooth sale procedure.

We will highly recommend Wister without any reservation to our friends.

A handwritten signature in black ink, appearing to read 'Song \$ Ami Hu', with a stylized flourish at the end.

Song \$ Ami Hu, Sellers of
190 Fable Ct, Mountain View

November 10, 2022

Jeff Bell, Managing Broker
Coldwell Banker Realty
19330 Stevens Creek Blvd,
Cupertino, CA 95014

Dear Mr. Bell:

My home sale closed today! I would like to take this opportunity to thank your firm and Wister for what he and his team have done to help me sell my house at 113 Cronin Dr. in Santa Clara.

Wister has been extremely professional, courteous, resourceful and thorough throughout the process of the preparation and the sale.

Wister's timely and open communication made the whole process so easy for me.

Wister was able to line up contractors to get the upgrades done under extreme time pressure. Between the painting, replacing the entire flooring, cleaning, hauling, staging, taking pictures, and producing quality flyers/brochures/video, we were blown away at how he coordinated all these moving pieces and still got us to market on the date he promised. The outcome speaks for itself! The home turned out better than I could have imagined.

Wister took the marketing photos with his high-end cameras and photoshop software, just to produce sharp images that are better than those from average photographers. These are just a few examples of his dedication and professional service that make him outstanding among other real estate agents.

Wister's marketing proposal and pricing strategy worked amazingly. In today's down market, he got me 16 offers and the sale price was way beyond my expectations with \$300K over the asking price.

I would like to congratulate your firm for having such a fine agent working for your clients. I certainly consider myself lucky to have chosen Wister to represent me. In the future, I would highly recommend Wister and your firm to the network of my friends and family.

Sincerely yours,



Yoshiko K LeSage

Alex Gray

October 12, 2022

To Whom It May Concern:

I wanted to write a short letter of recommendation given the outstanding experience I had with Wister selling our townhouse in the Whisman Station development. He handled every aspect of the transaction with expertise and professionalism. Wister's work to secure suppliers for and manage the renovation of our property quickly and at reasonable cost with zero effort on our part was amazing. This then translated into a quick time to market, and a quick sale – less than a week.

We are particularly appreciative that in an increasingly tougher market he secured a clean offer for the property well above the list price which closed in just three weeks.

Sincerely,

DocuSigned by:
 10/13/2022
4FB49B947616404...

Alex Gray
168 Georgetown Dr.
Mountain View

Eric and Jenny Yoo
Sellers of 329 Whisman Station Dr.
Mountain View, CA 94043

04/07/2022

Wister,

It has been an absolute pleasure working with you in the sale of our home. You and your team has far exceeded our expectations of what the home-selling process should or could be.

Living in the beautiful Whisman Station Community for more than a decade, we have seen your name representing countless neighbors and watched in amazement at the results you delivered. Knowing that real estate is all about local knowledge, and especially in the Bay Area where hyper-local expertise and experience is required, we knew that there was no one more qualified to sell our home than you and your team. While any agent could have sold our home, your years of experience working in our community made for an unmatched experience.

Even though we moved out of the state and across time zones, you acted as a true partner in the sale of our home. Your timely and open communication made the whole process so easy for us, despite not having met in-person. We appreciated the level of attention and detail you showed toward us. You were able to line up contractors to get the upgrades done under extreme time-pressure. Between the painting, minor remodeling, cleaning, staging and taking pictures, we were blown away at how you coordinated all these moving pieces and still got us to market on the date you promised. The outcome speaks for itself! The home turned out better than we could have imagined.

For any prospective owner looking to sell their home, we cannot think of anyone better than Wister and his team. The results of the home and the final price surpassed any expectations we had of what was possible. Thank you Wister for setting the benchmark for what this experience can be!

Best Regards,

Eric & Jenny



Jim Huang and Janet Chen
Sellers of 137 Huntington Ct,
Mountain View, CA 94043

03/29/2022

Wister,

We wanted to thank you and your team for the professional service and fantastic job of selling our townhome in Mountain View, while we have already moved out of Bay Area and not able to meet face-to-face and discuss the details with you. We feel that you are more like our partner, instead of a real estate agent, who we can fully trust and hands-off nearly everything. We never felt easier than this time based on our experience and the outcome is truly remarkable.

When we decided to sell our townhome, we did research and learned about your team and the houses that you have sold in our neighborhood. We were first impressed by those beautiful photos and the record-setting sales price. Not long after reaching out to you, you gave us an impressive presentation to show us your past sales record, your team, and your plan regarding how to prepare our townhome to make it ready for the competitive market. You also showed us a schedule how you and your team will complete painting, cleaning, staging, and taking marketing photos in less than 2 weeks. It was a very aggressive schedule at the first look, but it turned out that you and your team made it possible just as you promised!

To save us time and cost of hiring contractors for minor home improvements, we were amazed that you completed those improvements by yourself! I remember that you took the marketing photos with high-end cameras, just to produce sharp images that are better than those from average photographers. These are just examples of your dedication and professional service that makes yourself outstanding among other real estate agents. We have worked with other agents before, but we have never seen any other agents putting these many efforts into their work.

Overall, we enjoyed smooth and time-efficient house selling process, and the outcome is just beyond our expectations. We simply cannot imagine if there is any other agent who can do a better job than you do. Based on our experience working with you, we cannot recommend you more to our friends or colleagues. We were truly fortunate to have you as our real estate partner. For our future housing needs, we won't think of anyone else, but will go straight to you.

Best Regards,

Jim and Janet

Two handwritten signatures in blue ink. The first signature is a stylized, cursive 'J' followed by a long horizontal stroke. The second signature is a cursive 'A' followed by a long horizontal stroke.

Willard and Karen Oweyung
Sellers of 1638 Canary Drive
Sunnyvale CA 94087

3-23-2022

Dear Prospective Homeowners:

It is our immense pleasure to recommend Wister Chu as a real estate agent for any individual or family searching to buy or sell a home.

We recently purchased a home outside Santa Clara County. As has become standard in this housing market, our offer had no contingencies and a 30-day close. We celebrated for a few minutes after winning the bid on our new dream home and immediately turned to the new task at hand - selling our home quickly with a price that reflected the hot Bay Area housing market. We needed someone with an understanding of the neighborhood market and possessing the skills and resources to guide us through the process of updating and marketing our house as quickly and cost-effectively as possible.

Fortunately for us, the Coldwell Banker real estate agent who represented us in our home purchase provided a referral for a Sunnyvale/Cupertino focused agent; her office highly recommended Wister. Coincidentally, Wister had just sold a home four houses down the street from ours. He toured us through that house and we were impressed by how well it showed, and the price and terms Wister had negotiated.

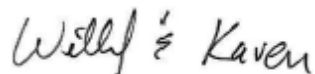
Wister helped us select targeted improvements to our house to maximize our return and he provided a trusted team of contractors to make our home desirable to many prospective buyers. He created a detailed schedule for completing all the projects to get our house on the market quickly while the inventory of homes in our area and interest rates were still low.

In four short weeks, we moved out of our house, made the improvements, and had the house ready for open house to meet the targeted listing date. We met frequently with Wister and his contractor team to monitor progress and address issues as they arose. And if something popped up unexpectedly, Wister was always just a phone call away.

We were quite satisfied with the end results - a home that we were proud to sell and a signed purchase contract one week after the house went on the market for a price that established a new record for our area.

We think you will be happy to have Wister on your side.

Regards,

A handwritten signature in cursive script that reads "Willard & Karen".

Willard & Karen Oweyung

Mike Lutz and Nina Wishbow
Seller of 452 Nicholas Dr.
Mountain View, CA 94043

2/20/2022

Wister,

We wanted to thank you for the great job you and your team did selling our house in Mountain View. You have been professional, courteous, and thorough throughout the process in working with you. Your knowledge of the local housing market was invaluable to our decision-making and ultimately to the great sales price we received. Your suggestions on what items to upgrade and maintenance to perform also proved to be the right combination to make the house look its best without spending a fortune.

Aside from the pleasure it was working with you and being able to leverage all of your expertise in the area, you came with a team of experienced professionals that painted, cleaned, fixed, and staged the house. Each item was done on time and within the budget set. You had met with us to strategize from the start and that helped us pick the right time to list the house. You and your team then efficiently completed everything on time to be able to list the house exactly on schedule.

We would highly recommend you to anyone that is interested in selling their house in this area. We can't thank you enough for helping us greatly exceed the price we expected. And seeing the house cleaned, painted, and staged reminded us why we bought it in the first place!

Best Regards,

DocuSigned by:

DocuSigned by:

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February 22, 2021

Re: Mr. Wister Chu

To whom it may concern:

After having lived in my Mountain View home for over 22 years, I decided to sell it in order to move to be closer to family.

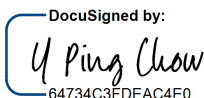
I knew having a good realtor would be crucial in selling a house. With that in mind, I spoke with a number of reputable agents. All of them appeared competent; but Wister stood out. I was impressed not only by his knowledge and experience, but also by his enthusiasm in taking on the project.

I learned quickly that I had made a good decision by selecting Wister. He did a good job with advertising, was very well-organized, and always kept me informed of scheduling and expenses, throughout the process. I particularly appreciated how responsive he was to my questions and concerns — I never had to wait more than 5 minutes to get a reply from him to my inquiries.

In four days after the house went on the market, we received a good offer (exceeding the asking price), and the sale is expected to close on time as planned.

I would also add that this entire process happened during a very difficult time because of COVID. We adhered to all CDC guidelines. While challenging at times, Wister was able to get everything done in a timely manner.

Based on my experience, I would highly recommend Wister to anyone who ever has a need for real estate services.

DocuSigned by:

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2/23/2021

Y Ping Chow

360 Flower Lane, Mountain View

Nina Yamaguchi, Managing Broker
Coldwell Banker
10105 S. De Anza Blvd
Cupertino, CA 95014

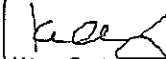
25 April 2018

Dear Nina,

Wister was essential in the sale of our home on Communications Hill in San Jose. Wister was very confident that he would be able to get us a high price on the sale of our home and he did not disappoint. Because of his negotiating skills, our home is currently the highest sold in the community and helped us get 2 months of rent back for free. He explained everything to us in detail and made the whole process very easy to understand and follow. When the offers came in, he was very neutral and never pushed us to make a decision we were not comfortable with. We are very happy with Wister's professionalism and work ethic. We could not have asked for a better realtor to sell our home.

Thanks Wister!

DocuSigned by:



DocuSigned by:
Kellie & Michael A.

360 Ascente Commons, San Jose

Coldwell Banker
10105 S. De Anza Blvd.
Cupertino, CA 95014

May 25, 2016

To whom it may concern:

At the beginning of the process of selling my home, I knew it was essential, to find a real estate agent who not only was professional, knowledgeable and experienced, but also uniquely intelligent and able to highlight the myriad of design features of my house. That is why I was so glad to have been introduced to Wister Chu. Wister not only met my expectations of a Coldwell banker Realtor, but exceeded it.

Wister was able to make what is a traditionally stressful experience of selling a house as painless as possible. Everything from the coordination of the inspection, cleaning and staging was handled with a deft touch. Wister listed and sold my property within a week and for the price I was looking for.

Thank you very much, Wister!

A handwritten signature in blue ink, consisting of a stylized 'K' or 'J' shape with a long horizontal stroke extending to the right.

Former owner of:
1815 Wintersong Court
San Jose, CA 95131

Nina Yamaguchi, Managing Broker
Coldwell Banker
10105 S. De Anza Blvd.,
Cupertino, CA 95014

April 17, 2016

Dear Nina,

We would like to sincerely thank Wister and Jennifer for all their efforts in successfully concluding the sale of our home at 139 Laurel Way, Mountain View. From start to finish, it was evident their experience in cleverly executing all aspects of the sale.

In particular, we were impressed with the help they provided (with a very short lead time provided by us), in the home repairs and upgrades of the property to maximize the marketing and sales price, as well as the multitude of interactions with the contractors. Despite our busy schedule, that often requires frequent travel outside of the country, Wister and Jennifer took over the project management for us for the repairs and upgrades. It should be noted, our previous contractor whom installed the hardwood floors on our second story level, had completed a poor job with the installation. The floors on many surface locations would squeak when weight was applied to them. This was a disappointment as the floors were less than 1.5 years old. Wister and Jennifer had their contractor replace the floors, which turned out beautiful and rectified the squeaking issue. They also had their contractor install new quartz countertops, a tile backsplash, and recessed lighting in the kitchen. This service was above and beyond what other Realtors' offer with their listing packages.

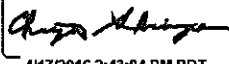
In addition, it was impressive the marketing campaign they both implemented when the house hit the market. We saw our home advertised on all the online avenues we researched, and this exposure was evident when our home sold in one week for the highest price EVER in The Crossings and San Antonio Station, Mountain View. The virtual tour, professional pictures and the flyer were extremely impressive. We commend their efforts, and couldn't be more pleased with the outcome.

After interviewing a handful of agents before selecting the Realtor(s) to sell our home, we decided on Wister and Jennifer due to their utmost professionalism and well documented experience. They delivered a polished presentation, and demonstrated how they would get us top dollar for our home. You have two extremely talented Realtors, and we highly endorse their efforts as a professional real estate team to any and all whom are considering enlisting in their services.

Authentisign

4/17/2016 6:33:36 PM PDT

Chimmy Shioya and Kon Leong

Authentisign

4/17/2016 2:43:04 PM PDT

Richard N.V. Norat

Attorney at Law

Concentrating in Labor & Employment Law

119 Grand Bluff Ridge

Kerrville, TX 78028

(830) 496-1490

Email: rnvnorat@gmail.com

**Licensed in Florida & District of Columbia. Texas pending.*

June 7, 2015

Via U.S. & Electronic Mail

Mr. Wister Chu

Coldwell Banker Real Estate

10105 South De Anza Boulevard

Cupertino, CA 95014

RE: RECOMMENDATION LETTER AND APPRECIATION FOR SERVICES

Dear Wister:

I wish to express my personal appreciation and satisfaction for the service you rendered as a Professional Real Estate Agent in facilitating and processing the timely sale of our former residence located at 171 Bel Air Court, Mountain View, California. Starting with your initial meeting and discussion with both my wife and myself on two separate occasions, you explained the intricacy and nuances of selling our home, including the legal requirements within the State of California. As home sellers and buyers are aware, there are many important items that each party must be aware of such as disclosures, costs and other factors that simply cannot be overlooked when selling one's home.

Your professional knowledge, attitude and appearance present confidence in both the seller and buyer that the transaction will go smoothly and without any foreseeable problems. You swiftly established a schedule preparation including painting, carpeting, cleaning and staging of our home coupled with the use of modern day technology to advertise and display the property in all social and printed media for maximum exposure. This clearly had a major impact as the home was sold swiftly and closed rapidly without any additional issues or problems.

You may release this letter to other prospective clients and offer my name and contact information above as a **STRONG RECOMMENDATION** for your services in the sale of their property without reservation. Again, thank you for all the work you and your staff did in selling our home for the best possible price.

Sincerely,



Richard N.V. Norat

MAY -19-2015

To whom it may concern:

We are pleased to write this letter of recommendation for Wister Chu and Jennifer Melenudo – two top-notch real estate agents in the San Francisco Bay Area!

Upon deciding to sell our townhouse in Sunnyvale, CA, we interviewed a handful of real estate agents with notable experience in our area. It was clear after completing our interviews that Wister and Jennifer were by far the leading candidates. Both were extremely professional, personable, and delivered an incredibly polished presentation. They had thorough insight and knowledge of the various intricacies of our home and neighborhood, as well as what we could expect with regards to buyers. We sincerely appreciated their desire to understand our wants/needs and ensure we were comfortable with the process.

During the listing process, Wister and Jennifer did an excellent job of guiding us every step of the way and keeping us informed of progress and next steps. We received regular communication from them, and they were quick to respond to any of our inquiries, day or night. Knowing we were working with a short timeframe to sell our home, they did everything in their power to expedite where needed.

Wister and Jennifer also brought a powerful team dynamic to the overall real estate process. Working off of each other, they offered unique, yet complimentary, sales styles and also doubled the network of potential buyers for our home. Additionally, their combined modern and traditional marketing efforts attracted a great deal of traffic during open houses. We feel that, combined, these factors heavily contributed to the number of offers we received and are what allowed us to start the closing process after only one open house weekend!

From end-to-end, Wister and Jennifer provided a comprehensive, worry-free package that allowed us to sell our home with ease and delight. We were exceptionally satisfied with the outcome of our sale and would gladly recommend them to any of our friends or family in the future.

Cheers!

The block contains two handwritten signatures in black ink. The signature on the left is 'Quinn Kennett' and the signature on the right is 'Alison M. Kennett'. Both are written in a cursive, flowing style.

Quinn and Alison Kennett
1067 Konstanz Terrace

To: Nina Yamaguchi, Managing Broker of Coldwell Banker

Date: May 16, 2014

10105 S De Anza Blvd
Cupertino CA - 95014

Sub: Our Superior Experience in Selling our Home and, more specifically, with Wister Chu and his awesome team!

Nina,

I asked Wister for your contact so I could let you know my family's experience in selling our home (469 Kasra Drive; Mountain View; CA – 94043) in February. Wister Chu was our agent and I want to say a few words about him and the process. It took me a while to write as we were inundated with moving into our new home.

First, a bit background on our family – I am a Software Engineering Executive living in Bay Area for over past 14 years. My wife, Sukanya, is a credentialed teacher who's taken a break from work to focus on our 16 month old son, Aadi. We have been living in this particular Bedford Square town home since 2007. This was our first home. We bought it directly from the developer back then. Therefore, we never had experience of working with an agent directly. We had heard some mixed stories from our friends about their experience.

Second, why we decided to sell – last December, we bumped upon a brand new development in Menlo Park. A few new homes were built by DR Horton in the desirable Artisan neighborhood. We had been passively thinking about moving to a larger home with two or fewer stories and the Artisan home was a perfect fit. We signed a contract. Since we had accumulated significant equity in our Mountain View home, the contract was contingent upon selling our then present home. So, for the first time in our life, we started looking for a trustable, efficient agent who could sell it in time with a good price.

This is where we met Wister! The professional relationship cycle with him continued well past our escrow as you will see below.

Interview. Dec, 2013: I am a big fan of interviewing people before offering a big job or responsibility. During holiday season, we face-to-face interviewed FIVE agents – pre-selected on social recommendations and our own search criteria. Most agents we interviewed were either short-on-time, or patronizing, or advised an ultra-conservative listing price, or simply ridiculously expensive and unbending for the services they offer. Wister was not only an exception, but was notch above and beyond the group. He came to our straight after his vacation in Hawaii. He was not only prepared, but impressed us with his vast knowledge of the community. He also brought along a professionally made portfolio and listing/marketing

strategy for our particular home. I was very highly impressed to note that ONLY Wister's file had our then existing mortgage

bank and amount right! Between the interview and selection, he duly followed-up with me on phone few times but never was desperate yet tried to answer all my questions. Naturally, we selected him!

Preparation. January, 2014: Wister visited our home several times and offered us consultation on the work needed. Based on that, we decided to have our whole house painted. We chose his recommended painter as he was genial, quoted very fairly and – most importantly – promised to finish the job over a weekend. We could not have been happier at the painting job. The painters also replaced our baseboards across the house at practically no extra cost! Wister also led us and hand-held us through inspection, appliance audits, window repairs, baseboard & flooring consultation, window cleaning and HOA liaison. We just trusted his recommendations and every time found his referrals to be of far superior quality than we'd have found ourselves. Listing. January, 2014: We mutually agreed on end-of-January listing. Thankfully, Wister provides an included "staging" followed by photography service so we did not have to worry about that. His brochures were made on thick professional papers with superb print quality. In less than 30 days from he was selected, he listed our home in prime condition! We rarely could recognize our own home when we saw it in MLS.

Offer. January, 2014: Time to sell was a more important parameter than price to us for our next dream home was contingent upon it. I talked with Wister about that and made clear of that. Following up on that strategy, he negotiated a pre-emptive offer from a buyer with superb credit standing with no contingency. On the last day of open-house weekend, he negotiated hard and right to get a fair price of \$850,000 "as is". I agreed as the price included "free rent-back" and we liked the buyers as well. We sold our home, at a price we wanted, at exactly 25 days after Wister was hired. To top it, we did not even have to decide among multiple offers and go into second open-house weekend. It was of a huge pressure release as it removed all constraints from our next home.

Close of Escrow. February, 2014: It was a smooth experience with no surprise. It probably took me 15 minutes to finish guided personally by Wister. In this phase, he also quickly took care of some confusion on buyers' side regarding title of our house.

Rent-back & Post-Escrow. March, 2014: We rented the place back for 30 days. Wister was continuously in touch. He also negotiated in getting us the entire amount of the "Security Deposit" buyers took for rental. The moving out, handing over keys etc. was so smooth we wondered why our friends had stressed so much about selling their home! To us, it was like walk in the park. Literally like we did when Wister was hosting open-house ☺

We are now in our new home for the next phase of our life as our son grows up and hopefully we could expand our family so Aadi has a sibling to grow with. Looking back, I cannot see us here with Wister's wisdom, expertise and a strong drive for results. There are very few, if any, events in life more impactful than selling and buying home within a narrow period, especially in a hyper-competitive market like Bay Area's. I could unequivocally say, and Sukanya agrees with me, that we could not have done it without Wister. Having managed people myself, I can say Coldwell Banker is lucky to have Wister in her team.

At the end, professional success is determined by three things as I learnt in my career. It should apply same for real estate professionals too.

One, the strength of character – character is something what we do when no one is looking. A real estate agent should be someone buyers and sellers can trust like close family and should have highest level of integrity.

Two, associative experience into multiple facets of the job - e.g., marketing/sales/technical/people skills for a realtor. It is relatively easy to gain expertise on, say, marketing strategy of town home. But to have equal exposure to, say, a local neighborhood is difficult without deep hands-on experience.

Three, strong work ethic to drive passionately for results. E.g., relentlessly focus on the immediate outcome, like negotiating with an interested party so everyone is happy at the end of the transaction. Buyers should not pay more – leading into a disastrous bubble, and sellers should get the fair price – leading into growth of economy.

I can say confidently that Wister excels in all three. It would take me ZERO time to decide to hire him again, if the need so arises again. Please do not hesitate to contact me in future for any reference and so.

Thank you for reading through and please accept my deepest regards.



Nilendu Misra
603 College Ave
Menlo Park
CA – 94025
nilendu@nilendu.com

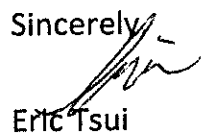
Manager of Coldwell Banker
10105 S. De Anza Blvd.,
Cupertino, CA 95014

November 30, 2013

Manager,

We were in the process of buying a brand new townhouse-style single-family home in a small community and needed to sell our previous townhouse before we could proceed with the purchase. We had heard of Wister's good reputation for years, so we asked him for help. With his careful planning, insight, and experience, we were able to get our townhouse ready for sale in just few weeks and sold it in less than a week with record price. We were truly impressed by his professionalism, efficiency, and dependability. What was more? Because of Wister's professional opinions and insight, we actually decided to cancel our purchase of the townhouse-style single-family home (which was fortunately in full contingency) and to look for a conventional single-family house. Again, with his deep insight in the housing market, negotiation skills, and professionalism, we finally bought a house that we really liked and we are enjoying our new home. If it weren't for Wister, we would have bought the house that we would regret buying. Looking back, I feel like it was a close call for us. We are really grateful to Wister for preventing us from making a decision that we would have regretted for years. I definitely would recommend Wister to any of my friends if they would need to sell their home or buy another or both.

Sincerely,



Eric Tsui

162 Campbell Drive,
Mountain View, CA 94043

Harry & Kathleen Allacher
1155-G La Rochelle Terrace,
Sunnyvale, CA 94089

April 23, 2012

Dear Wister,

Thank you for your help when we were selling/buying our home.

No, let's make that THANK YOU, THANK YOU, and THANK YOU!!

We knew you were the agent for us when we first met you. Your character and professionalism is what immediately clicked for us, and we felt an instant comfort level as though you were an old friend! Even though we know you had other clients, when we interfaced with you we felt as though we were your only client! Once we bought our house, we saw you excel in taking care of what needed to be done as you managed all of the big and little details; you sold our property way more than we expected in this down market. Wow you were awesome!

We love our new home you helped us to purchase in Palo Alto and as we continue to unpack, we think of you often, knowing that without you as our agent, we probably would not have gotten our dream home. Your knowledge of the area, arranging schedules so that we could view the property quickly, putting an offer together and presenting the offer in a timely manner were instrumental in our getting the home of our dreams! You are so humble and we know that you will say you are only doing your job. Since we are a working couple, it eased our minds knowing that you were on top of things for us!

We really enjoyed working and talking with you as you kept us updated on all of the many activities. We even went through some withdrawal pains once we settled into our new home and didn't hear from you! It was so sweet of you to call us the first day to see if there was anything else you could do for us!

You have a special place in our hearts. Don't be surprised if we show up at one of your open houses to say hi.

Warmest regards,

Harry & Kathleen Allacher

Dear Mr. Chu,

June 30, 2012

We are expressing our appreciation for your efforts in selling our townhouse on Munich Terrace in Sunnyvale. We particularly appreciate the effective communication you maintained with us throughout the transaction. The guidance you provided was excellent which indicated your knowledge of the current housing market in the area.

You will be remembered for your calm and cheerful attitude that made us very comfortable working with you. Most of all we will always remember you as a very professional and courteous person. You made us feel as though your time was our time and we never felt as if we were being rushed into making a decision. We feel very fortunate that you were our representative. It was such a pleasure to work with you. Thank you.

Sincerely,

A handwritten signature in black ink, appearing to read "Robert & Julia Shen", written in a cursive style.

Robert & Julia Shen

1114 Munich Terrace

Sunnyvale

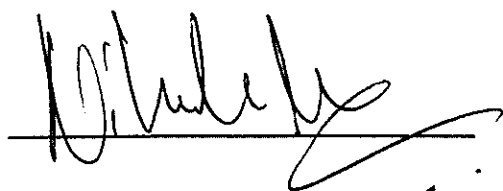
469 Kasra Drive
Mountain View, CA 94043

February 25, 2014

Dear Neighbors,

We interviewed many Real Estate Professionals before putting our house in the market. I asked a simple question to each - "What will be your *strategy* to sell the home?" Everyone but Wister either replied vague or gave a canned answer. Wister did two things that really got our attention - ONE, he came prepared with all documents professionally printed, underlined crisp description of closing cost, and a whole gamut of possible strategies (e.g., trade-offs between low inventory-low demand vs. during high inventory-high demand etc). TWO, he carefully visited every square foot of our house and understood where our house is better/worse than others in category before recommending a strategy. He followed up with a timely listing, backed by a list of repairs, professional staging, professional photography and a schedule of open houses. At the end, he was always personally available - even late at night - for any Q&A or removing our doubts. Everything aside, he really knows the neighborhood well and even has made friends with many residents. His brand at Mountain View-Whisman Park communities is rock solid. We are very happy at working with Wister, and very strongly recommend him.

January 27, 2014, Nilendu was Wister's client

A handwritten signature in black ink, appearing to read 'Nilendu', written over a horizontal line.

Nina Yamaguchi, Managing Broker
c/o: Coldwell Banker
10105 S. De Anza Blvd.,
Cupertino, CA 95014

Dear Nina,

First of all I would like to take this opportunity to thank Wister Chu, for his time , efforts and patience in helping me sell a house in Sunnyvale and buy another house in Los Gatos. He has sold my Town house in just one open house, which is very difficult in this downturn of housing market. At the same time he was persistent on helping me buy a beautiful single family house in Los Gatos.

I sincerely appreciate for all the time spent in reviewing, understanding our needs and recommending strategies to achieve our goals i.e. to sell and buy a house. He has an amazing ability to understand and get the details out and explain it so easily. I appreciate his patience in working with us. He would call me daily and consistently follow up with brokers and seller's Realtor.

Wister's professional approach ensures me to have no hesitation at all in recommending him or using Wister's expertise in Real Estate again.

I will definitely recommend him to my friends around in Bay area. I am sure he is really an asset for your Real Estate office.

Sincerely,



Neelesh Gadhia
16791 Chirco Court
Los Gatos, CA

May 29, 2007

Dear Ms. Nina Yamaguchi:

Last month, Mr. Wister Chu sold our home at 169 Campbell Drive in Mountain View in record time and for well above the fair asking price. While his proven track record is well documented, we were even more impressed after working with him in person. In brief, he is an agent that consistently delivers solid results, unsurpassed customer service, and an image of **integrity** for Coldwell Banker.

In our first meeting with Wister last Fall, he was the only agent who provided not only a CMA, but also a detailed numerical breakdown of the seller proceeds, and a fair representation of the marketing materials and staging. Furthermore, he took the **initiative** to contact us with valuable insight on changes to inventory and pricing in the Whisman Station market over the following months.

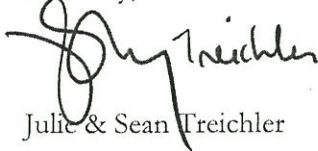
The **marketing** of the home and the identification of potential buyers actually began weeks before the home was officially listed on the MLS. Every effective tool was utilized including a direct-mail campaign, Zillow, CraigsList, and Coldwell Banker's own website. The photography was compelling in all cases and the written material was bulletproof.

Having created an ideal multiple-offer environment for **negotiation**, Wister smoothly sold the home for 3% over the asking price. Wister was not only armed with pricing data from the multiple purchase offers for his other recent sales in the neighborhood, but he also appeared to have a good understanding of each buyer's ability to move upward in pricing. When he suggested asking for "a little bit more money", he came back with an extra \$10k.

Wister may not live in Whisman Station but he knows its history, the real estate agents operating in the area, and he is greeted by the people living within the neighborhood. Over time, it becomes difficult to think of him as just an agent since he does so much more to **educate** and address the concerns of his clients.

In retrospect, we've concluded that not all agents are equal. The success of Wister's hard work and genius makes it difficult for us to believe that we are currently in a flat to down market. It is truly our pleasure to recommend him to all our friends and family.

Sincerely,



Julie & Sean Treichler

Nina Yamaguchi: Managing Broker
Coldwell Banker
10105 S. DeAnza Blvd.
Cupertino, CA 95014

July 12, 2006

Dear Nina,

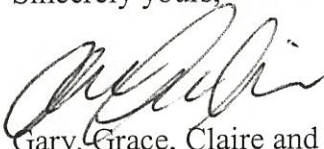
I would like to take this opportunity to thank your agency and Wister for what he has done to help us sell our townhouse at **1159B La Rochelle Terrace in Sunnyvale.**

It is me and my wife Grace's desire to provide our children with a good education, so we recently purchased a home at Palo Alto. We decided to buy a house before selling our townhouse because my wife has just given birth to our second child two months prior and we thought it would be very stressful for the family to move to an intermediate rental. And, had we under-estimated the amount of stress on us trying to sell our property while carrying three mortgages. On top of the previous mortgage, we have a mortgage for our new house and a bridge loan we used for the down payment. We were under a lot pressure to sell in a short time to pay off the two latter mortgages. The market condition was turning unfavorable, besides our unit there were two others in the complex that were on the market. That was the most listings the complex had ever had at any one time. Plus, our unit did not have a back patio like most other units have and did not have nearly as many upgrades as other units had. But Wister has helped us position our property well and set a reasonable price for it. He arranged a top-notch cleaning crew to make our townhouse look new and a staging company that made it like a dream home for the prospective buyers. The whole process of preparing the property was managed by Wister, me and my wife did not have to lift one finger. He was so on top things the whole time he even worked with the staging company to make sure every bathroom has towels placed on the towel rack. It was the kind of attention of details that made the difference. That was what made our townhouse stand out. In less than one week on the market, our townhouse was under contract with multiple offers at above the asking price. Wister had demonstrated professionalism and integrity in taking, presenting and accepting offers.

I would like to congratulate your firm for having such a fine agent working for your clients. We certainly consider ourselves lucky to have chosen Wister to represent us. In the future, I would highly recommend Wister and your firm to our friends and family. Needless to say I would definitely use Wister as my agent the next time we buy or sell our house.

We just want to thank your firm and Wister again for making our selling process so stress free and easy. We wholeheartedly attribute our success to having Wister as our agent.

Sincerely yours,



Gary, Grace, Claire and Connor Lai

November 29, 2005

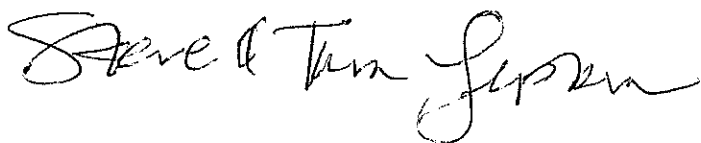
Dear Wister,

We would like thank you for all of your hard work and support during the sale of 545 E. McKinley in Sunnyvale. We think your knowledge of the market and your great personality were the main contributors to the quicker than expected sale of our town home. Not to mention the sale price you got us was way more than we had hoped for! Throughout the entire process your communication and follow up skills made the transaction very smooth and stress free.

And we really appreciate of the extra help you gave us. You had great tips for staging our place and you helped us with various odds and ends that really added to the pleasant experience.

Again, thank you for all of your help and support!

Sincerely,

A handwritten signature in cursive script that reads "Steve & Tara Lepken". The ink is dark and the signature is fluid, with a large loop at the end of the last name.

Steve & Tara Lepken

Mark and Pamela Bennett
509G Porpoise Bay Terrace
Sunnyvale, CA 94089

February 15, 2005

Ms. Nina Yamaguchi
Coldwell Banker Residential Brokerage
10105 S. De Anza Blvd
Cupertino, CA 95014

Ms. Yamaguchi:

We would like to let you know how extremely pleased we are with Wister Chu's exceptional handling of the sale of our home. His professional, courteous, knowledgeable, and friendly manner put us at ease immediately when we first began discussing the possibility of selling our home.

We described the circumstances and what our needs were to Wister and he listened carefully and crafted a strategy to help us achieve our goals. He laid out a plan and kept us informed of our options at each step. He also advised us on what we needed to do to maximize the value of our home. During the time our home was on the market and was being viewed, Wister updated us frequently and he promptly returned our calls.

When we reached the negotiation stage, Wister did an excellent job at securing the terms we needed and ensuring that our interests were met. Once our home was sold, Wister was terrific at helping us through the escrow process.

In summary, Wister was superb from start to finish, and we would look forward to working with him again in the future.

Best regards,

A handwritten signature in cursive script, appearing to read "Pamela Bennett". The signature is written in dark ink and is positioned above the printed name.

Mark and Pamela Bennett

163 Jasmine Ct.
Mountain View, CA 94043
April 11, 2004

Wister Chu
International President's Elite
Coldwell Banker, Residential Brokerage
10105 S. De Anza Blvd.
Cupertino, CA 95014

Dear Wister,

Thank you so very much for doing such an outstanding job in selling our house. You helped us getting the house ready, giving us excellent advice on how to prepare everything and bringing in your own materials, so that the house really looked lovely. You had the house well advertised. We actually had agents with clients swarming in! We were surprised that you sold the house in one weekend with multiple offers and way *way* over asking price. You kept us well informed throughout the process, with every request promptly followed up and every phone call promptly returned. We couldn't have asked for more.

I am recommending you to all of our friends and neighbors.

Thank you again and best wishes.

Sincerely

Ulla Bogdan

Ulla Bogdan

Stein & Emily Soelberg
510C Porpoise Bay Terrace
Sunnyvale, CA 94089

January 21, 2003

Ms. Nina Yamaguchi
Coldwell Banker Residential Brokerage
10105 S. De Anza Blvd
Cupertino, CA 95014

Dear Ms. Yamaguchi,

We are writing to you to express our gratitude for the outstanding work of one of your top realtors, Mr. Wister Chu.

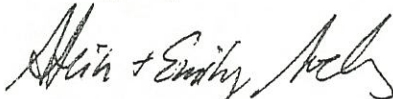
Wister did a fabulous job on preparing us, advising us and getting our townhouse sold for top dollar. Wister did an outstanding job marketing the property and generating a high level of interest in the property before it even hit the market. Wister took the time to walk us through the comparables on the market, recent market history in our complex and advised us on how to price our house in order to make it most attractive to the largest audience possible.

The result was an amazing 5 day turnaround between when the home was listed on the multiple listing service to when we received offers. There were 4 offers, 3 of which exceeded the asking price. To me, this shows how in tune Wister is with the housing market and that his strategy to price the house at attractive levels to generate a high level of interest paid off.

To complicate matters, my wife, who is co-owner of the property, had already moved to Atlanta. Wister helped us get all the paperwork in place to get a power of attorney for me on the document signing. This all worked out perfectly.

I wanted to thank you and to thank Wister again for his professionalism, his attention to detail and his savvy approach to what was supposed to be a down market. Please make sure he is recognized for his truly heroic efforts.

Best regards,


Stein & Emily Soelberg

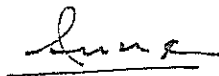
It should be no wonder that Wister has earned the eternal respect of his clients. His genuine concern for his client leads him to meticulous preparation for the entire process of the house sale through the final transfer of title.

My only recommendation is that Wister's clients do their homework and remain as principled as he is. Then they, too, will have the opportunity to sit with Wister at a 14 bid war over their house! Perhaps they will appear calm as they share the rarified atmosphere Wister brings to the table. Surely, they will find themselves exceedingly grateful that most of the "representatives" on the other side of the table are not their realtor and finally, they will breathe a sigh of relief when the best prepared meets the best prepared because that is when they will experience their house being sold for **OVER THE TOP CASH DOLLARS** to delighted buyers.

Please know that I enthusiastically recommended Wister to my friends who were moving out of the state. Wister did his usual flawless homework, won their trust, and sold their home for \$20,000 more than the several lowballing, postcard bragging self-annointed "specialist's" suggested asking prices.

Always optimistic for Wister's clients and
Eternally grateful for and to Wister

Sincerely,

A handwritten signature in cursive script, appearing to read "Anne Botello", written over a horizontal line.

Anne Botello

Ms. Nina Yamaguchi,
Coldwell Banker
20100 Stevens Creek Blvd.,
Cupertino, CA 95014

March 17, 2001

Dear Nina,

I am writing to you to express my gratitude of having Wister Chu of your staff to be my agent in my recent purchase of a property in the Cupertino area.

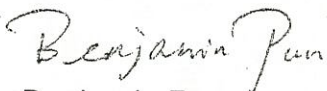
I have known Wister for a few years as a top notch agent because he was very successful in selling a number of houses in my previous neighborhood in Sunnyvale. However, I had one concern about using his service when I planned to purchase a house. The concern was a successful selling agent may not necessary be a successful buying agent because I think the skill sets and temperament required in each area is slightly different. Yet because of his excellent record in selling houses, I decided to use his service.

After using Wister's service for a few days, I began to realize the usefulness of his service. Wister's website allows me to quickly search for the properties of my desire and his prompt response to my requests is what I want from a real estate professional.

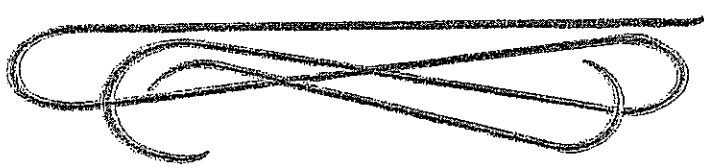
As you know, we later ran into some complications in the transaction because the seller had problems vacating the house on time. It is through handling this crisis that I further learnt to appreciate Wister's exceptional qualities as an agent. Wister, instead of bailing out at tough times, took responsibility immediately and resolved the problem in a timely manner before the situation became a major crisis.

As a professional in the Silicon Valley, I expect my agent to give me first-rate, professional service. Wister, has no doubt done an outstanding job and I will have no hesitation of recommending Wister to all of my friends for their realty needs.

Sincerely,



Benjamin Pun
1160 La Rochelle Terrace #A
Sunnyvale, CA 94089
Tel: 408-258-9930



109 Estrada Drive
Mountain View, CA 94043

April 4, 2000

Wister Chu
Coldwell Banker
10105 S. DeAnza Blvd.
Cupertino, CA 95014

Dear Wister,

My husband and I are thankful we had the foresight to select *you* to act as the realtor to sell our home! We both have busy work schedules with home offices. The process of selling our home went so smoothly that it never affected our work.

As per our request, you didn't even list the home, yet you were able to sell it within 24 hours after a single, 4-hour open house. On top of that, you were able to sell it for more than we were asking.

You arrived on time for every appointment. You graciously accommodated all our requests. It was an absolute pleasure to work with a professional of your caliber.

Cordially,

Dr. Deborah Winters

May 28, 1998

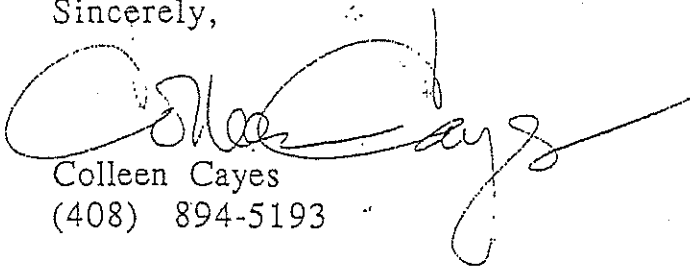
Dear Neighbor,

It is my pleasure to recommend to you the services of my real estate agent, Wister Chu. He has worked so hard for me! I have been very impressed by his initiative, energy, and professionalism.

I told Wister exactly what I was looking for in a new home. Even though there were no such homes listed at the time, he searched and found me two unlisted properties and showed them both to me within one week of my initial request. He helped me to make an offer on one of these properties in record time in a very busy market.

I am confident in recommending Wister Chu to you. I have never been so impressed with a real estate agent! I will be happy to answer any questions you may have.

Sincerely,



Colleen Cayes
(408) 894-5193