

To Whom It May Concern,

My wife, Berta, and I had the pleasure of working with Dustin Haynes and Jeff Knowles on both the purchase and sale of our real estate in Vero Beach, and we recommend them without hesitation.

Our relationship began when they represented us on the purchase of a three-bedroom condominium at SeaQuay, located directly across from Village Beach Market. From the outset, we were impressed with their professionalism, market knowledge, and the care with which they handled the buy-side of that transaction. When the time came to sell our riverfront home at 91 Cache Cay, there was no question who we wanted representing us.

Prior to listing the property, we were advised by another local brokerage that our home was worth nearly \$300,000 less than what Dustin and Jeff recommended. However, they walked us through their pricing strategy with clear data, thoughtful analysis, and a deep understanding of the market. Their confidence was grounded in facts, not guesswork, and it gave us the reassurance to move forward without leaving money on the table.

They were exactly right.

They executed a well-planned marketing strategy, generated multiple offers, and skillfully negotiated each one to maximize value. Within a well-executed four-month timeframe, they secured a sale at approximately 97% of our asking price, ensuring we did not leave money on the table.

Throughout the process, communication was clear and consistent, negotiations were handled firmly and respectfully, and every step was managed with care and precision. We always felt informed, protected, and well represented.

We also appreciated the reach that came from working under a nationally recognized name like Coldwell Banker. That network helped expose our home to qualified buyers

from outside the area who may not have otherwise been aware of the opportunity, and we believe that broader reach played a meaningful role in attracting the eventual buyer.

Based on our experience, we would confidently recommend Dustin Haynes and Jeff Knowles to anyone considering buying or selling real estate. Their professionalism, judgment, and results speak for themselves.

Sincerely,

Bob and Berta Kay

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