

Dear Prospective Buyer or Seller,

My family and I recently made the incredibly difficult decision to build a new home and sell our current home. Anyone contemplating this decision knows what we mean! We searched and searched for the right company / person to assist us with this endeavor. We were made many promises, told many scenarios, and made even more promises! We thought we would go it solo and "sell by owner" and then try and negotiate the new home building process on our own as well. As we started to make lists of how to do this, all the while realizing this not what either of us do, we were extremely fortunate to meet Jay Deher and Chris Nichols from the Pinnacle Group at Prudential Utah Real Estate.

We were not promised anything, and not given false best case scenarios by the Pinnacle Group. They sat us down, evaluated our current house, put a plan together and a desired time-line. They let us chose the sell price of our home - they did not push us into selling low in a tough market. They simply laid out the selling timeline based on the sell price of the home. They educated us with how important on-line selling is in the current real estate market and how essential it was to get the property listed with 360 panoramic views, etc... We listened, learned and then let them do what they do as full time realtors - not fly by night realtors trying to cash in on a hot market from the past few years, or as a second job in the evenings. They predicted, with the market, that we would sell within 90 days and that we will more than likely sell the house first on-line, and then by the on-line viewers coming to the actual property for showings, and then it would be in their court to do their job and sell the house to the right buyer.

All the while, they introduced us the Jewkes Home Builders and facilitated the building home agreement, purchasing agreement, and were there during all the meetings with our builders to assist us and make sure that we were getting all that we could and desired in the building process. Even at our last walk-through before taking occupancy of our new home, they were there to assist us in noticing items that needed to be corrected prior to closing - again, watching out for our best interest until the very end.

End result - our house sold! First on-line (as they instructed), then the family came for several showings (as they instructed), then we closed and moved into our new home within a few days of each other. It could not have worked out better - it was never easy during this crazy market, but our phone calls were always returned, and the patience and experience of the Pinnacle Group always prevailed. They completely and honestly earned their share of both deals.

We highly recommend the Pinnacle Group to assist anyone with selling an existing home or taking on the process of building or buying a new home - we did both with them!

The Alex and Stacy Beck Family