

# What the Neighbours are saying about *Joseph Bitton and The Bitton Real Estate Team!*

"Joseph was active, resourceful and helpful...it was not an easy task and it took time but Joe was patient and careful... so the final result was very good...Joseph represented my interests well and was very loyal to our cause...."

**-Dr. A. Pawlowski, Faculty of Medicine, University of Toronto, (Etobicoke, Ontario)**

"This letter is to express our gratitude for your truly professional work. You had the ample patience and knowledge to assist us every step of the way, over and above what any other agent would have done...." **-K. and R. Labelle, (North York, Ontario)**

"...In the course of the sale of my home, Joseph Bitton always responded immediately to my telephone messages and he was a real gentleman throughout the entire transaction. I would not hesitate to recommend him to my family and friends...."

**- Mrs.C.Grant, (Thornhill, Ontario)**

"...We have dealt with Joseph Bitton on numerous occasions (3 sales and 2 purchases) over the years and he has never let us down...Most agents seem to be pushy and anxious for a purchase or sale, but Joseph gives his clients the breathing space they require...we wouldn't trade him for anyone else...."

**J. and V. Arciero, (Toronto, Ontario)**

"...I appreciated the frequent communications and...what I found most pleasing was the level of courtesy so often lacking (in my experience) in persons in your profession...I would not hesitate to recommend you for your business proficiency, caring and courtesy which I perceived during the sale of our home...."

**-Dr. M. Grant, MD (Toronto, Ontario)**

"...Thank you for the manner in which you handled the Power of Sale transaction for our bank. The property sold before the listing appeared, and for more than our appraised amount...We feel your efforts were instrumental in realizing a difficult sale...."

**- Mr.C. Belcher, Mgr. T.D. Bank (North York, Ontario)**

"...There is quality in your work and quality is never an accident...people may tend to forget how fast you did a job, but they will always remember how well you did it!...Every job is a self portrait of the person who did it. Your work is autographed with excellence!..." **H. Botbol, (Cote St. Luc, Quebec)**

"...You have met all of my standards, and they are very high as to what a sales executive should be. You are punctual, bright, courteous, you follow through and you check how you are doing against the buyer's goals and feedback. Perfect!...I will use you as an example to hold up to my sales staff...."

**-Yves & Elaine Ohayon (North York, Ontario)**

"...We had already interviewed several agents but were very impressed with Joseph's high degree of professionalism and friendliness...Joseph devised a powerful marketing plan which was both eye catching and professional and sold our home in only four days... he went out of his way to assist us and make us feel very comfortable...At all times during the negotiations, Joseph remained

composed, friendly, helpful and above all, professional, often under exceedingly difficult circumstances...."

**-M. and A. Links (Thornhill, Ontario)**

"...In the middle of the first week (and last, since our house was sold in 1 week), upon arriving home from work... I found a gift from Joseph for my daughter Tanya's 5th birthday. Tanya and Joseph connected well right from the very first time. Joseph's gentle and friendly approach made him a friend....Joseph possesses a good balance of humour which made the negotiations run smoother and more pleasantly...."

**-F. & R. Jacques & daughter Tanya (Concord, Ont.)**

"...We were 110% satisfied with your professionalism, honesty and good advice. We really trusted you and valued your opinion. You have a very nice "low key" approach that made it a pleasure dealing with you. Thanks for everything."

**-Dr. R. Kurtz, MD and C. Dobkin-Kurtz (North York, Ont.)**

"Many thanks for the referral to Mr. Bitton. I have bought a home with his help. I appreciated his patience, excellent listening skills and sage advice. I felt very comfortable working with him. His advocacy on my part was very helpful. I particularly value his fine character. The referral exceeded my expectations of the type of realtor I would be referred to."

**Dr. R. Marchant, BSc, MD, Dip Tox, DECH, CCBOM, FRCPC. (St. Catherines, Ontario)**

"When we retained the services of Joseph Bitton, we understood that he was known as *"The User Friendly Realtor"*. In fact, he is *"user friendly"* and much more. He provided expert advice on preparing our home to be listed. His knowledge of the market and sales strategy directly resulted in multiple offers on our home-a "bidding war" between 3 different potential purchasers, and ultimately a sale price that was higher than the listing price. It is thanks to Joseph's advice and his sales, pricing and listing strategy that we were able to maximize our return and obtain the highest possible offer.

With multiple offers to consider, Joseph Bitton acted as a masterful negotiator with the agents for the potential purchasers. Thanks to Joseph's negotiating techniques, offers were increased and we obtained an unconditional offer to purchase in an amount that would not have been achieved without his efforts and experience and which also exceeded our expectations.

**W. Gutzin BA, LLB, LLM & S. Gutzin (Toronto, Ontario)**

"Hi Joseph...I am writing to express my appreciation for the great job you did in selling my house. Everything from our first meeting went off without a hitch and I can honestly say that you and your staff handled everything very professionally. I know that my house was one of the lower priced homes in your portfolio, but I felt that you treated me as well as you did any of your other clients.

In addition to the referral I have already made to a friend of mine who also recently used you to sell her home, I would be pleased to provide a reference for you to anyone else who is considering working with you."

**Marcy Adelberg, (Concord, Ontario)**

# What the Neighbours are saying about *Joseph Bitton and The Bitton Real Estate Team!*

"I have told our story of how you sold us our new house so many times to so many people, and I get the same response from so many of them which is:" WHO is that agent who went to so much trouble??" Joe, you have been patiently showing us houses for almost two years now, I think! You have never been pushy, never looked exasperated as we dragged you from house to house looking for the PERFECT one. And then, we went to Israel for 8 days. I emailed you before we left, letting you know to please keep sending us those emails of new houses, but to also send them to our daughter in Toronto, in case we couldn't pick our emails up in Israel. And sure enough, the perfect house came up on the day we landed there! Six thousand miles away, and we are looking at pictures of the house that has everything we have been looking for! We called you from Israel, as well as our daughter, and off you both went to see it for us. And indeed, it was the perfect one. We wanted more photos of the interior/exterior, different angles and you took the photos we asked for and emailed them to us. Back and forth the phone calls and emails went, you spent so much time on the phone with us, having to take a six hour time difference into consideration, but you did it! You told us how to give our daughter permission in trust to make the offer on the house, and walked us through it every step of the way. You advised us to get a home inspection before the date set for offers and you set it all up for us and emailed us the inspection report. You had us approved for the mortgage as well before the date set for offers. You had her make the offer, and you kept calling us to keep us posted...and we got it even though there were multiple offers! Without even seeing it ourselves, we bought the house on a Wednesday night, and returned from Israel the following day. And on Friday, we went to see our new home, and were thrilled.

I don't think there is another agent in the world we could have trusted to help us make such a huge decision without actually seeing the house. Even though our daughter saw it with you, had she not been around, we would have felt just as confident leaving it up to you. You knew EXACTLY what we were looking for, and for that we cannot thank you enough. I don't know of any other people crazy enough to buy a house without seeing it...but I don't know anyone who has an agent like you, either!

Thank you for everything, and we look forward to selling our home with you in the next few months.

**Manny & Lynda Greenberg, Thornhill, ON. (905) 731-0351**

**Note: The Greenbergs listed their home with Joseph Bitton and he sold it within 5 hours at full price and provided the buyer.**

"Not even a week has passed since you sold our house yet we feel it was necessary to write to you and express to you how pleased we were with your service. We cannot begin to tell you how happy and most of all relieved that you were you able to sell our house in such a short time (exactly one week). The icing on the cake came when you were able to generate 5 offers and to sell it for thirteen thousand dollars more than the asking price. You kept telling us that pricing a house right was the key to success and you were exactly right. As you know this is our second time doing business together, the last time being three years ago when you sold our townhouse in two days and again for more than the asking price. We were elated with you then and even more impressed with your expertise now. Your hard work, dedication and years of

experience really make you shine as a real estate agent. I hope this will be our last move for many years but we promise you that if we should ever decide to move again or should we have friends or relatives buying or selling real estate, you will be the first person we contact and recommend. For Manuel and myself there could be no other real estate agent than you. Thank you again for all your hard work and dedication and for making this experience a really pleasant and painless one."

**Donna and Manuel Araujo, Thornhill Woods, On.**

"We have no words to thank you for all of your help in making our dream of moving a reality. You exceeded our expectations both on the purchase of our new home as well as in the sale of our current one. Not only were you extremely patient with us in showing us all the homes you did over the course of this past year, but when you found us the perfect home, you negotiated a price that was far less than we were ready to pay. Then, you also sold our home in just 1 day! Your marketing strategies resulted in a multiple offer situation and you got us much more than our asking price and more than we ever dreamed we'd get

Joseph, your professionalism, knowledge, and willingness to satisfy us in every way are what make you a remarkable agent. Your 20 years of experience in the business really shows.

We highly recommend you to anyone seeking positive and immediate results; and we look forward to dealing with you again in the future."

**Max and Anita Benatar, 36 Tuscana Blvd., Concord**