# Doug Cook

#### 1850 Cherryhill Rd – Unit #9

Peterborough, Ont.

K9K - 2E3

August 17, 2016

Mr. Dominic Cole

ReMax- Eastern Realty Inc.

Peterborough, Ont.

K9J 7Y8

Dear Sir:

I would like you to know of my recent experience with your sales representative, Mr. Bill Stewart.

First — a little history — my late wife and I knew that at some time in the future we would have to sell out at our place on the lake and move into town. So we began our hunt for a place to go in the city and a good Real Estate representative. We were successful in locating some places to buy a condo but no so much in our search for a suitable (for our needs) sales representative — including one who did a super job of un-selling their self as a candidate. After my wife's passing I started going down the list of suggested names and the next one was Bill Stewart.

The interview with Bill was an instant success – he came prepared – had done a lot of home work on the local market and presented well the overall picture of how we could proceed on selling my place and look for a condo in the city. That interview sealed the deal in my mind and I engaged him for the job.

What was impressive about this interview was his professionalism about the task, his knowledge of market, his striking sense of client needs, and his moral and ethical approach to his work. In short, we bonded at once.

Then the real work began – his patience with me on the long and difficult task of finding the right condo for me was outstanding, but he never gave up and

were finally able to find the one that met my needs. We saw a lot of them and I had rejected many (you might say I was very picky and precise on what I didn't want). He also was masterful in talking me down from my tree when I became very upset about the process in sealing the deal – through no fault of his.

Then we got down to selling my place and he shined again — his wise counsel and his diligence about the work he was doing was very evident throughout out the whole process, and again we were successful and I came away from what was a stressful time feeling very comfortable.

I feel that you have in Bill an excellent example of what a professional sales representative should be and that I have gained a friend who I think most highly of – in all respects of what a friend should be.

Moving to Peterborough was a big step for us. We were excited and nervous about leaving the big city and all our friends. Bill Stewart was recommended to us by a long-time client and family friend and made the experience less traumatic and even fun!

Bill quickly grasped our needs and priorities for the home we sought. His knowledge of the area, amenities available, current value and prediction of future value was extensive and comprehensive.

His warm personality, honesty, humour and directness was greatly appreciated and well received. I am sure I tested his patience with numerous trips out to visit homes. He showed us countless homes in various areas of Peterborough always keeping our budget in mind. He showed us numerous options (single, townhouse, condo, old and new builds) always stretching our imagination and assisting to find us the "right fit"!

His communication skills are outstanding. He responds in a prompt and thorough manner to all emails and calls.

What impressed me the most was the constant support he offered throughout our buying process from attending offerings, negotiations, building inspections, moving and following up even after we had moved into our new home.

I highly recommend Bill Stewart for all your Real Estate needs and only hope he still is available when we are ready to move in 10-15 years!

Allan and Kim Ball

New Residents to Peterborough and loving this warm and welcoming city!

Mr. Bill Stewart 91 George Street N. P.O. Box 2409 Peterborough ON.K9J 7Y8

Dear Bill.

Re: Selling our house

You made it happen in a timely fashion and the buyers and the sellers are happy. That is a result that everyone selling a house in Peterborough hopes for. Thank you.

We knew that it was time to sell our house that we loved and downsize but we were not happy. We were not at our best. This was only our second house in over 50 years and although we thought we knew the real estate market in Peterborough we were naive. You were patient and very professional. You worked with us by presenting the information about current market pricing and what buyers were looking for and then you listened to our comments. We always knew that you had our best interests in mind and that you could be trusted.

You may already know that other realtors in the city think highly of you. When we were looking for a condo to buy the realtors would inquire about who we had as our realtor and comment about your good reputation. That is high praise from your peers.

Sincerely,

Ron and Katie Brown

October 29, 2015

December 3, 2010

Mr. Bill Stewart Remax Eastern Peterborough 91 George Street N. Box 2409 Peter borough, On K9J 7Y8

#### Dear Bill:

Doug and I would like to extend to you our thanks for all you did for us during our recent real estate transactions. We have bought and sold a number of homes during the last few years, and quite honestly, have never experienced the professionalism that you brought to the table. We were impressed with your overall demeanour the first time we met you and were not disappointed at all when we engaged your services.

In regard to the sale of our property, you were able to arrive at a fair market value at the time of the listing and at the end of the day when the home was sold, that is what we received, making us feel confident that we were receiving a truly good offer.

Once our home was sold, you spent valuable time with us, showing us properties. You managed our expectations and when we couldn't find a home which suited our needs, you went above and beyond contacting realtors of expired listings in the area that we wished to relocate in. It was this attention to service to your client that resulted in us finding the next place we will call home.

Bill, you are truly an outstanding realtor, and we are glad that you were the one walking with us through these recent changes in our lives. You can trust us when we say, you will be the agent we recommend to family and friends when the time comes.

Thanks again, Bill

Kathy & Doug Scott

Lathy & Doug

985 Alpine Ct. Kingston,Ont Sept 20,2009

Dear Bill,

I would like to express my deepest gratitude to you for serving as our agent in the sale of my mother's house in Lakefield. Your ability to co-ordinate communication among three "sellers" in three different cities was truly admirable

Your initial presentation to my brothers and me was very thorough and extremely professional. We were very impressed by your extensive research and knowledge of the market, and particularly by your understanding of the challenges of selling a 96 year-old house. We knew from that moment that we had chosen the right agent!

Bill, we all appreciated your accessibility and speedy response to telephone calls. I personally was grateful for your endless patience in explaining real estate terms and practices, the intricacies of contracts, and the ramifications of choices and offers. As well, your energy, determination and dedication to the client(s) were unequalled.

I am convinced that your careful follow-up with potential buyers and their agents, and your good counsel, assured a successful and happy conclusion for both buyers and sellers.

Again, my deepest thanks for so adeptly guiding us through this process.

Warmest regards,

Donna Hendren-Crozier

November, 2009

Bill Stewart Re/Max Eastern Realty Inc. 91 George St. N. P.O. Box 2409 Peterborough, Ont. K9J 7Y8

#### Dear Bill:

We would like to take this opportunity to thank you for all of your help in selling Eric's parents' home in Peterborough this year.

This summer was a difficult time for all of us. The situation was a little out of the ordinary. As novice home sellers we were at a loss how to accomplish this task. Eric's parents had to leave their home and enter a nursing home. This was traumatic for all of us. In addition, we are residents of Strathroy, Ont. and so had a long commute to settle their affairs and sell their home. For many reasons it was important to expedite the sale as much as possible.

As we had little experience with the real estate field we were apprehensive about the relationship between sellers and realtors. In our first meeting with you we were very impressed with your professionalism. You worked very hard to put us at ease. In addition, you were extremely patient with all of our questions, informative and very straightforward in dealing with our concerns.

In our second meeting we were impressed with the amount of work you had done in a short period of time. Since the home is in a subdivision which was recently annexed by the City the property was a bit of a hybrid. Your comparisons with both city and country properties was very helpful and demonstrated your ability to really listen to us and adjust your approach to our particular needs.

We could not remain in Peterborough all of the time. In fact, offers on the house arrived while we were back in Strathroy. As part of a large brokerage firm such as Re/Max we were able to benefit from your office contacts with an agent in Strathroy to help with the process. Thank you for arranging that and for taking the time to talk us through the process by phone.

We are delighted that the home sold quickly for a good price. All of your hard work really paid off to the advantage of Eric's parents and their adjustment to their new circumstances.

For us, we really enjoyed working with you. Your straightforward and frank approach really helped to put us at ease. From the beginning we felt that we could have confidence in you to work for us.

We would like to recommend you to anyone who requires a real estate agent to either sell or buy a home. If we ever decide to relocate to Peterborough we will definitely be in touch.

Thank you so much once again for all of your help. It was a real pleasure working with you. If you would like to share this letter with anyone please do so.

Sincerely, Nancy and Eric Yokom

### Bill Stewart

To: Sent: "Bill Stewart" <info@bill-Stewart.ca>

Thursday, January 15, 2009 9:07 AM

Subject: appreciation

Hello Bill January 15 2009

Doreen and I want to thank you sincerely for your service to us in the sale of our home on Stoney Lake. We appreciated your friendly and professional manner and your thorough and thoughtful presentation of market conditions.

We also appreciated when we were caught in a market downturn that you were sensitive to our needs and very gentle in the advice you gave us

Your communication skills are superb and we always had immediate feedback on the results of showings and any suggestions to improve the marketability of our property. In addition you always followed through on any suggestions we made and anything that you said you would do.

We will have no hesitation to recommend your services to anyone who might ask. We wish you all the best in your career

Yours Truly

Tom and Doreen Sears

Cliff & Teresa Wyllie 797 Argyle Street, Peterborough, ON K9H 5S9

Bill Stewart Remax Realty Inc., 91 George Street N., Peterborough, Ontario, K9J 7Y8

Dear Bill,

Cliff and I would like to say 'Thank you' for your dedicated attention to detail on our behalf in selling our home. We felt you always had our best interest at heart. We appreciated your patience when explaining documentation and you made sure we always knew what we were signing.

We are very happy with the purchase of our new home and the timely sale of our present one. In the event we choose to buy or sell again we will most definitely request your services and we will recommend you to all our family and friends.

In closing we would like to take this opportunity to praise your integrity and ethical standards, which we believe is a fundamental requirement when dealing with clients.

Our Kindest regards,

Clifford Wyllie

Teresa Wytlie

October 16, 2006

ReMax Eastern Realty Inc. 91 George Street N., 2<sup>nd</sup> Floor P.O.Box 2409 Peterborough, Ontario K9J 7Y8

Dear Bill,

Chris and I would like to take this opportunity to thank you very much for all your hard work, expertise and most importantly, patience, in helping us find our home. As first time buyers, who neither knew the housing market nor the process of purchasing a home, you took the time to walk us through all that was involved and ensured that we were well informed to make the best decision.

We both really appreciate your patience in walking us through what seemed to be an endless number of houses. I think many other agents would have grown tired of our indecisiveness. Even though we often changed our minds, you were always focused on our best interest and optimistic that we would find what we were looking for.

Bill, I often think of your words when I pull in the driveway: "I want you to drive up to your house and feel that it's not just a house but a home". With your guidance, we would like you to know how happy and comfortable we are with the decision we made.

Please do not hesitate to use us as a reference in the future, as we would be happy to recommend you as a realtor who is professional, knowledgeable and caring.

With best wishes,

Laura & Chris

# Merritt E. Sordon P.Eng.

May 14, 1998

Bowes & Cocks Limited, Realtor 333 Charlotte Street Peterborough, Ontario K9J 6Y7

Attention: Mrs. Pat Lett-Manager

Dear Mrs. Lett:

Re: Bill Stewart, Sales Representative

We have recently finalized the sale of our cottage on Clear Lake. As you may be aware, it was a large property. Situated on almost one acre of land, the cottage contained five (5) bedrooms and two (2) full baths, a large kitchen, and a substantial dining/living room area with a stone fireplace. The property had been listed on two (2) previous occasions, but we had been unable to attain our objectives.

After our previous experiences, we felt that a critical characteristic of our realtor was that he must have a real interest in our property. Now that our transaction is complete, I can categorically state that Mr. Stewart did indeed take the interest we had hoped for. He did not wait for a buyer, but rather took a leadership position making phone calls, writing letters, and developing and distributing creative marketing brochures in an effort to generate awareness and initiate activity.

Throughout the process, Bill followed up with all competitive realter inquiries, kept us informed of all showings, and completed all the tasks he told us he would.

During the offer/negotiation period, Bill offered support, factual information, and maintained his professional posture, even when it appeared as though the transaction may not occur.

We would not hesitate to recommend Bill to anyone buying or selling property that is interested in a sales representative that works hard, keeps his customer's objectives in focus and is a professional.

Yours truly,

Merritt Gordon

Mary & Merritt Gordon 972 Valleyview Drive Peterborough, ON

February 14, 2007

To Whom It May Concern:

My wife and I employed Bill Stewart as our real estate broker to sell our property in

Lakefield Ontario, in November 2006. The sale of the house was under a strict timeline

as we were re-locating to Melbourne, Australia.

We chose Mr. Stewart as our agent because of his professional manner and

straightforward approach to our situation, while maintaining the best value for our

property. Throughout the various dealings with offers and counter offers, Mr. Stewart

provided valuable advice and patience with our situation. His integrity, commitment,

wisdom, and concern were much appreciated and indicated to us that we had made a

good decision.

I have complete confidence in Mr. Stewart and can highly recommend him for any

business dealing, knowing that he will represent his clients with honesty, integrity fully

representing their interests.

Regards,

Geoffrey R. Lane, B.Sc.(Hons.), C.E.T., P.Geo.

Senior Mineralogist

Rio Tinto - Operational and Technical Excellence Group

Melbourne, Australia

# **NESBITT BURNS**

Ms. Pat Hook - Manager C/O Bowes & Cocks Limited, Realtor 333 Charlotte Street P.O. Box 149 Peterborough, Ontario K9J 6Y7

Dear Ms. Hook:

I wanted to write to you following the sale of my home located at 475 Hunter Street West in Peterborough.

Your sales representative, Bill Stewart, provided to me, all the characteristics I desired in a realtor. At all times, from the listing presentation through to the completion of my transaction, he was a professional. He answered all my questions, thoroughly explained all of the documents, understood my needs and ensured my goals were attained. His direction and advice were factual, he fulfilled all the promises he made and maintained a business posture throughout the process.

In my opinion, his marketing plan and his desire to ensure my satisfaction were critical to not only making the sale, but also to ensuring I was comfortable with the complete process.

His attitude, professionalism and plan made "it" happen for me and my family and I will have no hesitation in referring him to friends and associates requiring the services of a realtor.

You<u>rs</u> truly

D<del>avid I</del>. Grand Vice President

Manager, Sr.Investment Advisor

Michael and Mary Lew 668 Romaine Street Peterborough, ON K9J 2E4

Pat Hook Bowes and Cocks Limited 333 Charlotte Street Box 149 Peterborough, ON K9J 6Y7

#### Dear Mrs Hook,

I am writing in regards to one of your agents. I don't think that I can say enough for the help and thoroughness of Bill Stewart. Being first time home buyers, we were first, unaware of the whole home buying process and second, we were leary of putting our trust in someone to help us make one of the most important decisions in our life.

We first met Bill at an open house on Crystal Drive. We came just as he was packing up getting ready to leave. He told us to take a walkthrough and have a look and that he would be there if we had any questions. Instead of rushing us out so that he could leave, he talked to us a little bit about what we were looking for and we ended up talking to him for a half hour to forty five minutes. Even though we were young he treated us with respect that other agents we had met, hadn't given us. Bill put all of our worries to rest. After we looked at about 5 houses, Bill seemed to be able to pick out houses that fit our requirements. Bill was very knowledgable when it came to things to look for structurally on our house and he gave us his opinion of the house and area which was a great deal of help for us since we had just moved to Peterborough from Edmonton. During this whole process, there wasn't any kind of pressure from him which allowed my wife and I to make a choice that we were happy with.

Bill has been such a great help that we tell everyone about the type of service we got from him. My parents are currently using him on our recommendation and are very happy with him. The whole home buying process happened so quickly once it started that I still think that I need to call Bill and make sure that everything has been done, he made it that effortless for us. Thanks again Bill.

Sincerely

Michael Lew

To whom it may concern:

My husband and I have just purchased our first home with the help of Mr. Bill Stewart from Bowes and Cocks Realty. We would like to take this opportunity to express our appreciation for his help, patience and honesty.

As first time homebuyers we were unfamiliar with the dynamics of home buying. Bill thoroughly explained the process in comprehensive terms. He carefully answered questions and never changed the subject until he felt we were well informed and comfortable. Bill encouraged us to call him anytime if there were additional questions we had forgotten during our meeting times (which invariably happens!).

As we searched for our "ideal home" Mr. Stewart was perceptive to our needs. Each building we went through, he would equip us with clipboards and pens and ask us to list our likes and dislikes. Later, we would compare notes to have a strong understanding of what we truly wanted in a house. In that sense, Bill helped us grow so he could aid us better.

Through hard work and long, long hours Bill finally showed us the "right" home. He was as delighted as we were! A helping hand throughout the entire process, Bill also gave us room to breathe and didn't attempt to make decisions for us. He also supplied us with a helpful list of surveyors, lawyers and home inspectors.

In closing, I would like to add that my husband and I would not hesitate to recommend Bill Stewart's services to other homebuyers. His patience and honesty helped us successfully complete one of the most intimidating steps of our lives!

Sincerely

Niki and Shan McFadden

John and Claudia Geldart 51 Regent Street P.O. Box 628 Lakefield, ON KOL 2H0

Mr. Bill Stewart Bowes and Cocks Limited 333 Charlotte Street Box 149 Peterborough, ON K9J 6Y7

Dear Bill,

We are glad to finally take the time to write to you our thanks for all your efforts during the purchase of our new home. Certainly, we had despaired of meeting a real estate agent that we felt we could trust, but your integrity and honesty during the negotations for our house were a breath of fresh air!! We wanted to thank you for your excellent advice with regards to lawyers and house inspectors, and for being straightforward and honest in all aspects of the purchase.

It was a pleasure to make this purchase with you, and we have glowingly recommended you to all from Lakefield Research Limited who are looking for a home. They really could not have better luck!

John Geldart

Best Regards and Sincerest Thanks,

Claudia Geldart

Claudia Geldat

Bill Stewart
Bowes & Cocks Limited, Realtor
333 Charlotte Street
Box 149
Peterborough, Ontario
K9J 6Y7

Dear Bill:

I would like to take this opportunity to thank you for all your time and hard work on my behalf in the selling of my home.

I am generally quite skeptical of real estate agents. When we originally met to discuss the possibility of selling my home I was quite impressed with the amount of time and effort you had put into researching my property and comparable listings, along with all relevant information about the market. You even had taken the time to draw up an action plan on how to market my home. The fact that you took the time to discuss this with me and answer all my questions and concerns allowed me to feel very comfortable and secure with my decision to list with you, and Bowes & Cocks Limited.

You were very attentive and kept me well informed of all that was happening with my listing throughout the entire time my house was on the market. I would highly recommend you to anyone who is considering buying or selling their home. Everything that we had agreed upon from the onset you more than delivered. It is very nice to know there are still people out there that are trustworthy and have integrity.

Thank you again for making a difficult decision for me as painless as possible.

If you at anytime would like to use this letter or myself as a reference please do so.

Yours sincerely,

Elaine McAuliffe

Mr. B. Stewart 91 George St. N. Peterborough, On K9J 7Y8

Dear Bill,

We wanted to take a few minutes to sincerely thank you for the outstanding job you did with respect to guiding us through not only the sale of our home but also the purchase of our new condominium.

As you know, purchasing the condo and then having you list our home for sale put pressure on us all. Your confident, calm, organized approach however, made it all come together quickly and efficiently. You guided us through the condominium purchase and made the seller comfortable even though, at that time, our home was not even listed. Once you completed that, you priced our home correctly, allowing us to sell quickly and fulfilled all the conditions required to move forward on our new home.

Bill, you made a difficult, some what complicated situation go smoothly. You made us very comfortable and guided us to the desired results. At all times you were professional, made sure we understood what was happening and were a true gentleman. We could not have asked anything more of our real estate agent.

Be assured, we will refer you to any friends or associates in need of a realtor that is competent, professional and really does put his clients first.

Thank you again,

Jean Snider Kobert Snider

Robert and Jean Snider

# Testimonial For Bill Stewart

# To Whom It May Concern

Sometimes it can be stressful and sometimes it can be a great experience. In our case my husband and I were happy to have Bill Stewart as our Real Estate Agent. He was not just there as our agent, he was there with a kind, courteous demeanor helping us with our transition of selling our home and buying another. He made sure that he went over everything with us so that we didn't feel pressured or confused. When ever we did have a question he was quick to return our calls and our e mails we had sent him. We believe that he has done a great job for us, because we have now we have the house we really wanted. We had our closing date on the 15th of December, right before Christmas, but he made everything go buy smoothly. He recommended people we could use i.e lawyers, safety inspectors because this was our first time ever doing something like this.

After everything was finalized the job wasn't over for him. He still checked up on us after we had moved in and brought us over a lovely gift. We believe that he is a great agent and would recommend him to anyone.

Thank You again Bill Stewart for not only being a great agent but or just being a person we could depend on and trust.

Jake & Michelle Shaw & Kids Mr. B. Stewart c/o Bowes & Cocks Limited, Realtor 333 Charlotte Street Peterborough, Ontario K9J 6Y7

Bill:

I wanted to take a few minutes to thank you for the excellent work you did for me with regards to the sale of my home.

Having someone that I could trust to look after my needs was a great relief. Starting with our original meeting, your knowledgeable, no pressure approach made me comfortable that we could work together. Your thoroughness in explaining the selling process and answering all my questions as well as providing a few "tips" on how to best prepare my home to show its best certainly reduced the stress and anxiety I had anticipated.

You did everything you said you would with regards to your marketing activities and your follow-up with regards to other realtor showings and their feedback was greatly appreciated.

Bill, you did a great job for me and I would have no reservations about referring you to any of my friends or associates needing the services of a professional realtor.

Yours very truly,

Mrs. Pearl Carveth Lakefield, Ontario Mrs Kearl Caweth Lakefield Cat Bill Stewart
Bowes & Cockes Limited
333 Charlotte Street
Peterborough, Ontario
Canada, K9J 6Y7

Re: Buying a Cottage

August 16, 2000

Dear Bill:

The purpose of this letter is to thank you for the work you did in helping us fulfill our cottage dreams this summer.

After having been in the cottage market for some time we finally found our dream place with your help. Beyond the simple act of showing us a bunch of cottages you did a number of things that we really appreciated and that really made the looking and purchasing process relatively painless. Firstly you took the time to really understand what it was we wanted (not necessarily an easy task given some inconsistencies in our views) and didn't bother trying to convince us to see properties that really didn't meet our primary target criteria. Once we found a property we "loved" you worked with us to develop an offer strategy that met our financial objectives, while at the same time being compelling to the vendors. Based on your presentation of that offer, the vendors clearly understood who we were, why our offer was what it was, and why it was fair and reasonable for the vendors. Clearly, this presentation was compelling and was accepted as presented, despite being at a significant discount to the asking price.

Perhaps equally important to the issues of property and price, was the fact that you continued to work with us through the closing phase and beyond. You helped with the lawyers, the surveyors, the home inspector, and with sourcing local contactors for things like plumbing, carpentry and "log home repair". All these people have proven highly invaluable in quickly making a place in need of some TLC feel loved again.

Now that we have been at the cottage for two and a half months, I can say that Mitty and I have truly enjoyed every day at our cottage on Catchacoma. We believe that we have purchased a very unique property in a very special part of the world, and we just want to thank you for your part in making that happen.

Finally, please do not hesitate to us as a reference in the future, as would be pleased to recommend you as a professional realtor who really does care about the needs of his client and don't forget to drop by next time you are in the neighborhood.

Peter and Mitty van der Velden



Bill Stewart C/O Bowes & Cocks Limited, Realtor 333 Charlotte Street Box 149 Peterborough, Ontario K9J 6Y7

Dear Bill:

I wanted to thank you for helping my move to Peterborough and my purchase of a new home in particular, such a pleasurable experience.

Your care, in ensuring that you understood my needs was extremely comforting. You noted the features my family needed/wanted in a home and showed me applicable properties. Although I had worked with realtors previously, none had taken the time to explain agency law and the services associated to the customer or the client relationship like you. Your willingness to provide information, to juggle your schedule to convenience me and your sincere desire to make sure I was happy, made me extremely comfortable and confident that you truly did care about my needs. At no time during the search or the offer process did you pressure me. You provided and reviewed the facts and only advised me when I asked for that advice.

You are a professional and I will recommend you, with confidence, to my friends and associates should they require a realtor that really does care.

Thanking you again, I remain.....

Yours truly

Keith Furevick

# **CHIA-WEN HSU**

1684 FORSTER AVENUE, PETERBOROUGH, ONTARIO K9K 2G6

17 September 2005

Bill Stewart Re/Max Eastern Realty Inc. Peterborough Office 91 George Street North Box 2409 Peterborough, Ontario K9J 7Y8

Dear Bill,

#### Re Testimonial Letter

We are writing this letter as a testimonial to the excellent service we received from you, Bill, when we changed homes in Peterborough in January 2005.

We are appreciative of your efficiency in helping us find the house we needed without sacrificing thoroughness and attention to our specific needs and wants. We are also impressed that you were able to help us sell our last house to coordinate with our new purchase in a relatively slow market. We found your directions clear and practical, and we felt you provided us with good strategy in realizing our goals.

Over the last two years we have had the need to complete a total of six real estate transactions. We have not always had such advocacy and help as we received from you. You are certainly one of the best, and it has been a pleasure to conduct business with you.

Yours truly,

Chia-Wen Hsu and Simon Dadds

When we decided to sell our home in Peterborough and move to a larger home in the country, we had no problem deciding who to use as our agent. Bill Stewart had helped us buy our first home, and he was our first and only choice the second time around. We found his calm and reassuring demeanor and extensive real estate knowledge to be a real asset when purchasing a new house.

We were a bit intimidated by the idea of having to handle the duties of both a buyer and a first-time seller, but Bill immediately put us as ease and helped to iron out all of the details associated with each transaction. He assisted us with the home inspection for our new home and made sure that the subsequent follow-up inspection by the stone-mason went smoothly. When arranging viewings of our existing house, he made sure that the interested parties were sensitive to our duties as parents of a young child and our schedule as work-at-home business owners.

By the time both transactions went through, we were stress-free and happily on our way to a new life in our country dream home. Many agents may know a lot about real estate, but I would be surprised if there were many others that could provide the level of honesty, reassurance and commitment that Bill has shown us on not one, but two separate occasions. Our hope is that we never have to move again, but if we do we will be sure to use Bill as our agent again.

Sincerely, Shan and Niki McFadden Cavan, ON



#### DEPARTMENT OF PSYCHOLOGY

Laura J. Summerfeldt, Ph.D., C.Psych. Associate Professor Tel: 1 705 748-1011 ex. 1526 Fax: 1 705 748-1580 Email: isummerfeldt@trentu.ca

7 November 2005

Dear Bill,

Please accept this letter as testimonial of our great satisfaction with your services as our listing agent in the summer of 2005.

Anyone considering a choice of agents should know the following:

- Our house sold within a week, and the work you did "up front" was likely the reason for this. You went above-and-beyond the call of duty in researching suitable pricing for the home before it was listed. You also provided us with updates on the status of the market.
- You showed the greatest integrity in your dealings with us and in your overall conduct.
   We were very impressed with this.
- You gave us concrete suggestions to improve the marketability of the home.
- You were approachable, frank, and sincere at all times. We have had enough dealings
  with others to know that this is the exception rather than the rule, and we so admired
  this. For this reason alone we have already given your name to several people.
- You kept in touch, returned calls, and responded to our queries. The listing truly felt like a collaborative effort,

Though we hope not to have to move in the near future, we know that (should we decide to) we would certainly turn to you first.

Best wishes and thank you again,

Laura J. Summerfeldt

K. Jennifer Ingram, M.D., FRCPC Internal Medicine and Geriatric Medicine Capacity Assessor, SDA 1992 Kawartha Regional Memory Clinic

168 Brock Street Peterborough, Ontario K9H 2P4 Telephone: (705) 749-3906 E-mail: ingrams@bellnet.ca

June 26, 2006

Mr. Bill Stewart Re/Max Eastern Realty Inc. 91 George Street Peterborough, ON K9J 3G3

Dear Bill:

As I come up to a year of occupancy in my new professional home, 168 Brock Street, I have to look back on the events of 2005 with considerable contentment. As you are aware, you worked as my Real Estate Agent for the purchase of this building and we have now gutted the building and created what I feel is an exemplary office space. I wanted to take this opportunity to write to you in thanks for all that you did to make my search for a professional home a reality.

As I reflect back on the events that occurred, I recall very well how carefully you sought out options and different locations, reviewed them with me both from an environmental point of view, but also from a financial point of view and ultimately worked hard to create a plan that would work for me for the future.

It would be my pleasure to recommend your services to others and I would welcome offering my name as a possible reference if anyone should question the advisability of using your services. It was a pleasure to work with you and it was a pleasure to experience what could be an otherwise difficult set of decisions being supported in such a professional and warm manner.

What you do you do so very well and I thank you for it.

Sincerely

K. Jennifer Ingram, M.D., FRCP(C) KJI:dh

Bill Stewart RE/MAX Realty 91 George Street Peterborough, Ontario

Dear Bill,

It has been a couple of months that we have been settled in our new home here in Peterborough. We are sending you this letter with our sincerest thanks for your assistance and expertise in guiding us through the purchase of our home. We are delighted with our purchase and cannot thank you enough for all of your help. We only wish we could be as helpful to you as you have been to us. That is why we are sending you this letter of reference to give to your new clients to let them know how fortunate they are to have an agent as committed as you.

It was about a year ago that we became interested in relocating to Peterborough. It was at that time that we met Bill Stewart. We sat with Bill and were immediately impressed with his professionalism and his sincere interest in meeting our needs. We were moving in from outside the area and were unfamiliar with the different neighborhoods in Peterborough. At our first meeting Bill gave us a map that he had outlined areas he thought would suit our needs as well as some listings to familiarize us with the Peterborough market. At this time we were not quite ready to make a purchase so Bill set us up to receive automatic emailed MLS listings that fit with our criteria. This was extremely helpful. Periodically Bill would touch base with us to see if there was anything more we needed. When the time finally came for us to make a purchase we were well prepared and thanks to Bill had a good feel for what was available.

When we began to look at homes Bill was always punctual, well organized and good humoured. His easygoing personality made this part of the home buying process less stressful. Throughout it all there was never any pressure and Bill's input was always sincere, thoughtful and informative. Bill knows the market and the Peterborough area well. He was able to offer advice on everything from good neighbourhoods and schools, to features to look for in the quality of a homes construction, and we were grateful to him for his guidance through the stressful process of placing an offer.

Because of his knowledge and confidence in the market we trusted Bills advice; consequently we saved \$10,000.00 on the purchase price of our home. As we were receiving offers on our home we were selling we consulted Bill again for advice. Even though it was not his listing he made suggestions that were once again very helpful and resulted in the sale of our home.

We could not be more pleased with the final outcome and thanks to Bill the stressful process of finding a home and moving was made a little more pleasant. We cannot say enough good things about our experience with Bill. He is a terrific agent and a very principled and sincere man. We truly believe that any client would be very fortunate to have Bill Stewart as their agent.

Warm Regards,

Marisa and Peter Finnegan

Bill Stewart Remax Sales

#### Dear Bill:

Both Marg and myself were so delighted when we walked into your office and were introduced to you as a sales representative. We felt as if we hit the jackpot.

Your expertise and knowledge of what we were looking for was a great surprise to both of us, as you located the home of our dreams.

Your understanding of the local market and the area astounded both of us.

We are pleased to have met you and dealt with you.

You more that fulfilled our greatest expectations, when you located our "lock and home".

Your calm manner of negotiation and smooth paving of the road to success was very much appreciated and acknowledged with smooth transition of ownership.

You made our day. It is with great joy and happiness that we send you this letter of thanks and gratitude for you skills.

Marg and Rick Armstrong