



WHY
KURT & KRISTOFER
KUYKENDALL?



SEE WHAT PEOPLE LIKE
YOURSELF HAD TO SAY!



Ed & Marsha Silberhorn

We were about a year away from putting our house on the market when Kurt Kuykendall was referred to us by a friend. Although it was early, we interviewed him and two other agents, and there was no question that he was **the most knowledgeable, experienced and had the best tested plan**. The Kuykendall's have a **realistic and sensible approach** to real estate, display **great integrity** and are **experienced** in the variables of all market conditions. Kurt came to us about five months before we had planned to list to say he felt the market was falling off and that we ought to put the house on as soon as possible.



SOLD

Thanks to his **proactive stance** we were able to sell our home and meet our new construction timeline. We were able to sell, close, travel to North Carolina and move into our new home with virtually no delays, which was a real miracle in a falling market. We **appreciated** the regular **updates**, honest **advice** and negotiating **skills** which he and Kris gave us and recommend Remax Distinctive most highly.



The Hess Family

I think the one aspect of our experience with you that **stand out most** is that ***we always felt confident that we were in good hands...honest hands, wise hands, competent hands.*** Secondly, ***your response time to our inquiries was stellar!***



SOLD

I believe you responded same-day on nearly every question we asked. Finally, I was **supremely comfortable** having you as my agent because ***I believed if things ever got sticky, you'd be there to guide us. Turns out they did get sticky, and you did guide us.*** We always felt you were on our side, no matter what. Thanks guys!

Ronald Hess



Mary Menefee

I **highly** recommend the services of Kurt and Kris Kuykendall. Kurt assisted me in buying my first house and both worked with me in the sale of that house -- I received **excellent guidance and assistance** throughout both procedures. They have a **sound knowledge and understanding** of the market and the processes, from start to finish, and work with a **thoroughness and insightfulness that are unmatched.**



SOLD

They guided me through each step of both the purchasing and selling processes, and ensured that I **understood and was comfortable with all steps.** They continually **go the extra mile,** have exceptional **communication skills,** and have excellent **follow-up** and follow-through. I was – and am – **very impressed and extremely satisfied,** and would **definitely** use their services again.

Mary Menefee

Seller chose us after being listed 6 months with another broker.



Monica Schmude

In January 2006, when Monica was offered a promotion at her company in the Chicago area, we had to move quickly to tie up all of our loose ends and sell our home. We had experience buying and selling property in the past. Each transaction left us with a negative view of real estate agents, as we never felt that they were really doing a good job. We decided to sign with a major firm – but a local agent from our neighborhood. They were our friends and we were convinced that they would be able to sell our home based on the community knowledge that they had. The price that we listed our house at was very exciting and we could not wait to spend all of the profit. What we were not aware of at the time was the market was slowing drastically. Homes were sitting on the market for more than 4 months and the outlook was bleak, if not getting worse. Our agent was new to the business and only worked part time. Her mentor in the office was a little more experienced, but had less than 5 years experience. The relationship started really good, but then we found ourselves having to call our agent for everything. There was no follow-up on prospects or open house visitors. The agency thought the best way to advertise our home was open houses and local newspapers.

We moved to Chicago in May and the house was left vacant. We asked our agent to watch over things, since we were no longer there. In July, our agent called us and told us the lawn looked horrible, the house needed a power wash and the basement needed some attention. We were floored that an agent trying to sell our home and possible make a big paycheck would not give us this information earlier. We thought for sure that the state of the appearance of our home probably drove people away and our agent did not even tell us this until the last month of the six-month agreement.

We decided to start looking elsewhere for a new agent. We received your name and number from a neighbor who advised us that if they ever sell their home they would only use you. Our first contact was very professional and you definitely laid it on the line that the market was bad and we had to price our house aggressively to sell it. We did not want to hear that, but we were in a position that we only had a few months left before 2 mortgage payments would begin to hurt us financially. You toured the house and gave us recommendations on how to improve the appeal. Your pricing was at the same level that we had lowered the house to with the other agent. We knew we had to sell before the beginning of the school year or risk keeping it for another 6 months.

Your approach was to market our home as “immediate occupancy” because the house was vacant. You knew that open houses only sold 1% of the homes and local advertising was not much better. You informed us that most homes today are sold based on info in MLS and on the internet. Your strategy worked. It was only on the market under your listing for 4 days when we received the contract. You knew how to break the bad news to us regarding the low offer and reviewed everything with us regarding the contract details the next day.

You were so meticulous to the details and sellers frame of mind that we knew we made the right choice. When the offer/counter offer was said and done, we had received a higher price than what we had it listed for and that made our day.



SOLD

You continued to follow up with us several times a day and provided us with recommendations and timelines. You assisted us in every step of the way and at no time did we feel overwhelmed or untrusting of you or Kris. This is a super accomplishment given that we did almost all of the communication and transactions either over the phone, online or via Fed Ex!

As we now acquaint ourselves to our new living environment, we think back to January and wonder how different things would have turned out for us if we only knew about you earlier in our home sale process.

We learned several valuable lessons in deciding on real estate agents that we will never forget and have passed along to friends and family in the position of selling their home.

Look for an agent that has experiences in all the different climates that the housing market has been through over the last 20-30 years. An agent that has been in the market during the boom times of the last 5-10 years does not know how to react or respond when the market crashes. Find a full time and dedicated agent that will be there for you.

Understand your timelines when having to sell a property. You may need to be aggressive from the start to sell it quickly.

Communication is key. The customer should not be hounding the agent, but the agent should be providing details and guidance at all times so the customer can make sound decisions.

Selling a home is a major decision in a person's life. Look at the partnership between the agent and the seller has a professional relationship and not a friendship. Although in this case, I am glad we have been able to cross paths -because we will definitely look you up again if we ever decide to move back to the Washington, DC area.

Thanks for your hard work and dedication to the selling of our home. Your work has far exceeded all of our expectations – specifically the 5 listed above. It was the bright spot to a long and grueling experience.

Sincerely,

Robert, Monica, Grace and Faith Schmude



Lou & Betty Robinson

We would like to say a **big 'Thanks'** to Kurt and Kris Kuykendall for a **job well done**. We made the choice to list our house with them on the recommendation of a friend and **were not disappointed**. We appreciate the fact that they **kept us very well informed** with what was going on in the Real Estate market. They were very realistic in their approach and offered advice and strategies **without ever being pushy**. No high-pressure, ever!!!



SOLD

We felt they were **'watching our backs'** and **taking the stress away** from us during the six month we were waiting for our house to sell. We believe they are **men of integrity and sound judgment**. That's why we felt confident in our choice to do business with them. We have great respect for their **fine work ethic** and **recommend to anyone** searching for a Realtor, to consider giving them an opportunity to serve you. Again, we say 'Thanks' Kurt and Kris for **helping to make the sale of our house happen**.

Lou and Betty Robinson



Ilan & Gooli Miller

Now after we closed the sale on our house Gooli and I wanted to thank you very much for your **professional work**. We knew that selling a house at \$1.27M dollars in this market is going to be a real challenge. In this hard times for sellers in the real-estate market we felt that your **capabilities** in marketing the house, your **experience** in setting the right expectations, **weekly market feedback**, **negotiating** with the buyer, **the follow-up** until closing, **your friendship** and readiness to **help us in any way** needed and answer any question along the way is **what made the difference in selling our house**.



SOLD

We saw how many other similar and newer houses in our area at the same price range are taking much more time to sell with much lower results (like the houses on Cody Road) and **we have no doubt that what made the difference is your professional work** VS the capabilities of the other seller's realtors.

Ilan & Gooli Miller



Lawrence & Claudia Locklin

We were **very well served** by Kurt & Kris. Their **advice** on what we needed to do to sell our home in a down market was **spot-on**, and we were blessed to sell according to our time line. Thank you so much Kurt & Kris.



SOLD

Lawrence & Claudia Locklin



Greg & Rachel

When we started to look for an agent to help us sell our home, the Kuykendalls came highly recommended by multiple people. We were not disappointed. They were **very pleasant and easy to work with**. Their manner was always professional and very thorough, and they were careful to ensure that would be **no surprises along the way** which could have been prevented. Prior to listing our home, Kurt explained how we should prepare our home for showings, and was very understanding of our limitations.



SOLD

He provided us with plenty of information about comparable homes in our area, which helped us to have a realistic picture of appropriate pricing and time on the market. He was able to accommodate our timeline for listing our house before we went on vacation, and we were all very pleased when we received an offer just 9 days after the house was listed! Kurt and Kris continued **to serve us well through to closing day**. It was too bad that we couldn't bring them with us when we moved out of state to help in the purchase of our new home!

Greg & Rachel



The Kraft Family

The things we liked best about walking through this process with you was the fact that ***we knew we could trust your integrity which includes not only your honesty but also your strong sense of responsibility to be there for us.*** You always responded to our email questions promptly and were sensitive to our needs and the tremendous emotions that play when making a move. You were ***tactfully sensitive*** in your suggestions. You were ***skilled*** at helping us see the big picture and for ***directing us*** in what we needed to do to make our home more marketable as well as determine the timing.

You also ***went several added miles beyond your contractual duties with regard to your excellent advice regarding our IN purchase.*** You encouraged us in how to represent ourselves with the agent there and then checked out our contract, giving us things to ask for before signing. We felt like we were ***protected*** beyond what we knew to do ourselves. That was a great assurance for us and certainly went way beyond what you were called to do as our selling agent.

~ Mary Jeane Kraft

PERSONAL REAL ESTATE

REFERENCES

- ❑ Bob & Lori Donohue 43041 Battery Point Place, Leesburg 703 609-7510
- ❑ Mark & Lesley Mullery 10606 Henrico St, Fairfax 703 323-5616
- ❑ Dave & Heidi Spofford 165428 Gaines Rd, Broad Run 703 334-0077
- ❑ Ron & Lisa Hess 6934 Conservation Dr, Springfield 703 440-8684
- ❑ Lee & Susan Jorde 10806 Zion Dr, Fairfax 703-591-3321
- ❑ Jerry & Louise Purdy 6148 Ridgemont Dr, Centreville 703 798-0155
- ❑ Chris & Katherine Craddock 13954 Valley Country Dr, Chantilly 703 868-3118
- ❑ Vince & Bonnie Hinders 5587 Ann Peake Dr, Fairfax 703 425-1280
- ❑ Vernon & Ruth Ann Dean 2802 Grovemore Ln, Dunn Loring 703 505-2052
- ❑ Mike & Missy Galus 1632 Barnstead Dr, Reston 571-313-0859
- ❑ David & Jennifer Hinders 5328 Ox Road, Fairfax 703 591-9221
- ❑ Mark & Hope Baker 43393 Covent Garden Dr, Ashburn 703 724-9597
- ❑ Jim & Linda McGraw 14826 Wood Home Rd, Centreville 703-400-5689
- ❑ John & Cyndy Grano 10815 Zion Dr, Fairfax 703 272-7678
- ❑ Ed & Bev Lewandowski 43087 Northlake Overlook, Leesburg 703 669-4428
- ❑ Cole & Kristen Jorde 9909 Hemlock Ln, Burke 571-215-2220
- ❑ John & Jill Neri 9305 Battle Street, Manassas 703 675-0733
- ❑ Bill & Melanie Jeschke 2650 Oakton Glen Dr, Oakton 703 242-1619
- ❑ Jim & Bonnie Malone 10802 Colton St, Fairfax 703 691-4181
- ❑ Marcus & Mel Leung-Shea 2053 Stargrass Ct, Woodbridge 703 494-4568



Hundreds of happy clients!!