



**John & Jill Neri**

Kurt and Kris Kuykendall of Remax Distinctive make purchasing or selling a home as smooth and enjoyable as humanly possible. I have sold and purchased homes in many markets, **these two are by far the best at what they do.** They have a very documented process that they follow which makes it easy for the first time buyer or seasoned veteran to understand how they determine the values they present. **I will always come back to them** for my real estate needs.



**Bo & Sara Eaton**

We very much appreciated having Kurt as our real estate agent. I would like to touch on four things we appreciated in particular.

The first is that Kurt approached us as human beings going through a significant life event, besides entities going through a business transaction. He was aware that this process was very momentous in our lives, and would involve emotions such as anticipation, excitement, worry, frustration, etc. One of the things he did in light of this was to give us information in advance of

each step of the process, so that we could prepare ourselves. He also sometimes discussed in advance what we might experience personally during various steps of the process, to help us to go through them successfully.



The second aspect is that Kurt is a Christian and helped us to keep God in view during the process. He always asked us to pray before each meeting or activity. He would also wonder with us what God's purpose may be as various problems or blessings occurred during the process. I think he believed strongly that God is ultimately the architect of every real estate sale or purchase, and encouraged us to look to God for guidance and provision.

Third, Kurt understood the market dynamics involved in both our sale and purchase, and was able to give us good reasoned advice and explanations throughout the process.

Lastly, Kurt and his team were very diligent with the many administrative tasks involved. All of the paperwork, communications, and scheduling was done promptly and correctly. I never worried that something would be missing or late. For instance while our house was on the market, Kurt or Kris would always quickly contact agents who had shown our house, interviewing them about their impressions, and relaying that information back to us.

Bo and Sara Eaton



**Jeff & Valerie Rife**

I would personally like to thank you for all your help in our home search. I know at times it was difficult but we did not lose faith and God provided us with our home. God Bless you and Kris for all that you have done and will continue to do. Thanks Again!.....FYI Kris was great help in walk thru!!!!

-Jeff



Also, we wanted to thank you for all of your time, patience and hard work during our transition. Jeff and I value your advice and are encouraged by your wisdom and experience. It makes the entire moving process more bearable knowing that you are working with us and that God is in control. There are many realtors out there who are not as forthcoming and honest and we appreciate your integrity and dedication. Additionally, it is great to have fun in the midst of stress. We enjoyed your light-hearted spirit, Kurt and your quick wit, Kris. Like you have said, it is like doing business with family and we look forward to continuing our working relationship with you in the future.

-Val



**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!!!



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



**The Kehr Family**

After our first real estate transaction over thirteen years ago, there was no doubt in our mind as to who we were going to call as we found ourselves considering a major relocation recently.

During our first transaction, you provided excellent advice and direction in the midst of an obviously slow market. Never anxious, you were realistic and always full of confidence in God's sovereignty that things would unfold in His time. Over the many months as we prepared our condo for presentation and through the eight month period while we were actively on the market, interest rates fell dramatically and we saw God provide a single-family home for us that served us immensely well as we began to raise the five children born to us during that time.

We experienced firsthand how well you prepared us for all the steps and processes necessary in the complicated task of selling and buying real estate. This was in contrast to the obvious surprises the seller's faced before, and especially during, closing. We were very grateful that you had things well in hand during those last few days.

When it came time to sell that home, you were right there with all the facts and realistic data as we expected while exhibiting unwavering confidence in God's sovereignty once again.

Beyond the responsibilities that you had in selling our home in Herndon, you extended wonderful assistance in reviewing and commenting on all the aspects of purchasing our new home in the Roanoke area. Once again your preparation and expertise provided invaluable assistance during this latest transaction. Further, your obvious care and professionalism was in great contrast to the lack of care and professionalism we received from the local agent here.

Kurt, you and now with your son, Kris, left us with gratitude in our hearts towards God for providing such friendship and expertise through it all.

Tom & Kris Kehr



**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!*** 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



**Eddie & Mindy Lepp**

Mindy and I are so grateful for how Kurt and Kris helped lead us in the process of selling our home. For a couple of years, we were praying about the possibility of moving to another location. It wasn't until December of 2006 that we felt God prompting us that it was the time to move and that we would be moving to Williamsburg. Kurt was my agent in buying our home in Burke and I had no doubt that he would be the one to help us sell that same home.

Kurt and Kris did a great job in guiding us through the process in a way that was very simple and clear to understand. That took away a lot of the pressure that is usually involved in selling a home. Their care, concern, and most importantly their desire to see God glorified in this whole process was a blessing to us. They told us exactly what

we could expect in terms of waiting time and purchase amount for selling our home, as well as exactly what we would need to do to help us sell our home as quickly as possible in a tough market. That helped immensely as we received three offers after only three days of the house being on the market. We accepted one of the offers at our asking price. God was clearly guiding our path during the whole process and we are very thankful that He used Kurt and Kris to help us along the way.

Eddie & Mindy Lepp

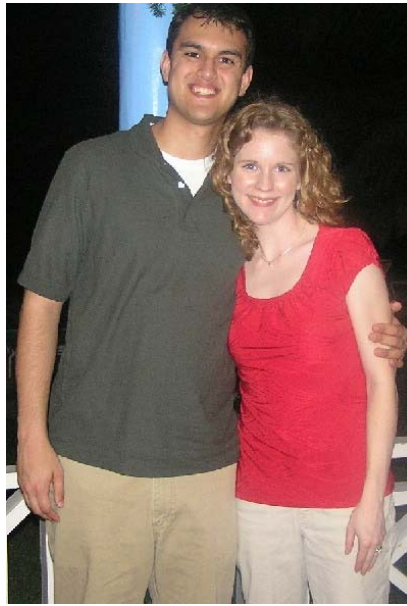


**The Kraft Family**

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



**Aaron & Erin Clemmer**

As first-time sellers, we had many questions and concerns about the sale of our condo, from what renovations would be most helpful in making it marketable to how the selling process works. However, our biggest concern was the declining housing market and whether or not we should sell at that particular time. Home prices were falling, and most of those for sale in our neighborhood had been sitting on the market for months.

Still uncertain about whether to sell or wait, we called the Kuykendalls, and Kurt came to our home to give us a free assessment and evaluation. Kurt answered all of our questions thoroughly and honestly, and gave us valuable information from his vast experience— all without putting any pressure on us in making our decision. Instead, he encouraged us to take more time to pray about our situation and to call him if we had any further questions.

After continued prayer and seeking God, we both believed that He was leading us to proceed with the sale despite the worrisome market. We notified the Kuykendalls of our decision and began the work that was needed to make our condo marketable. All throughout the months of renovating, Kurt and Kris were invaluable in answering our questions and giving us feedback on our renovations.

When our condo was ready to be listed, Kurt walked us step-by-step through the listing process, answering our numerous questions and helping us decide on a fair yet competitive price based on extensive data and neighborhood sales. Kris designed attractive, eye-catching brochures and online tours with many pictures to advertise our condo. We felt confident that we could trust the Kuykendalls with this sale, and that God would bless their efforts as they sought to honor Him through serving us to the best of their ability. Despite the falling housing prices and weak sales, we received an offer on our condo for our asking price within 10 days after it was listed! Kris was with us step-by-step through the selling process and made us feel entirely comfortable through every detail. We are convinced that God used Kurt and Kris and their extensive knowledge and experience to help us sell our condo quickly and favorably in an unfavorable housing market.