

Ferie Bailey...Our Hero

This short story relates our recent (June 2007) experience working with Ferie Bailey during the purchase of our current home in Laguna Niguel.

My wife and I met Ferie while she was sitting on an open house. It soon became obvious that she was very knowledgeable about the housing market in this area and we talked at length about what we were looking for. Ferie took lots of notes and on our departing she said she would review all the current listings and get back to us in a few days. Four days later, she called and said she had personally looked at many houses for us and selected 5-6 for our review. She also heard of a house just coming on the market and was able to get us in to see it on the same day. It was perfect, but a bit pricey for us. We looked at the house several times (Ferie was very patient with us) and we decided to make an offer. This is where Ferie really helped...she assisted in developing a credible and reasonable offer, consistent with the market in the area. She stayed in constant communication with us and worked very well with the owners and their broker to arrive at a settlement at our initial offer price. Ferie kept us apprised of every step in the negotiation and closing aspects, even when we experienced unexpected delays in closing escrow on our own house. During the delay, she worked diligently to keep the sellers interested in selling to us and we were eventually able to close on the house. In short, Ferie makes things happen. She is knowledgeable, professional and works tirelessly for her clients.

A previous client of Ferie's had stated that "Ferie was able to recognize what needed to be done to close the sale and she accomplished it with great decision and skill". Patty and I agree wholeheartedly with this statement. Ferie made our dream home a reality and we highly recommend her as your representative in buying or selling a home in this southern Orange County area.

Respectfully,
Frank & Patty Dey