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To whom it may concern,

Like most home buyers, my decision in choosing a real-estate lawyer was not particularly thorough when compared to choosing my agent or mortgage broker. It is thought that a real estate closing is transactional and should normally be fairly straightforward and so any lawyer who has experience should be sufficient.

When I bought a new residence in the Spring 2021, I learned a valuable lesson on the merits of having an outstanding, organized and hands-on lawyer. Most buyers and sellers of real-estate can attest that the market during the COVID-19 pandemic can only be described as very chaotic. My first, second and third choices for a real estate lawyer that were recommended to me by friends and family were all unsuccessful in being responsive, professional, or able to complete my deal in the timelines provided, adding to the stress of the situation.

Thankfully, I was referred to Zach with Kelly Santini by my mortgage broker, and retaining his team remains one of the best decisions I made during what would be a very eventful and difficult closing.

Throughout the entire process, Zach and his team were professional, thorough, and quick to respond to any and all requests I made. His fees were competitive and comparable to the others that quoted me, yet I received very clearly a superior service than I could have expected.

While the purchase of my new home was relatively uneventful, the sale of my existing property was quite tumultuous. The Buyer had decided the day of closing to attempt to bully their way into forcing a price reduction or walk away from the transaction. Zach was very hands-on in dealing with the Buyer's legal counsel while keeping open communication with us. He was calm and direct in promoting our position and intentions while standing our ground. After several days of back and forth, Zach was able to successfully broker and close the deal accepted by both parties.

I can only imagine what might have happened if I had weaker representation, and I can see clearly now the importance of having the right legal team during the most important transaction of your life and it is a decision that should not be taken lightly.

It is therefore without any hesitation that I write this letter of recommendation to Zachary Gaulin and his team at Kelly Santini. For superior service, attention to detail, and going above and beyond any expectations in the face of significant and unexpected adversity they get all 5 stars the whole way through.

Sincerely,

A handwritten signature in blue ink, appearing to be 'Alessandro Gu...', with a long horizontal flourish extending to the right.

Alessandro Gu [REDACTED], [REDACTED]

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