



# TESTIMONIAL

I bought my Townhouse new/prebuild in Eastlake in August 2012. I lived in it until February 2015 when I decided to move to Texas due to family obligations. I did not want to sell my Townhouse in California so I decided to rent it. I was very reluctant to rent my Townhouse and had a hard time visualizing someone else living in "My Home". I set out to find a qualified and attentive Management Company. Since I was moving out of State...I knew I had no other option. After researching and doing my due diligence, I found Waypoint Realty Group (formerly San Diego Military Realty). They found me a very qualified Tenant and I was able to get top rental dollar for my unit. When my first Tenant decided to buy their own house in Eastlake, Waypoint Realty Group immediately stepped up to the plate and found me another qualified Tenant. They thoroughly explained to me that the Market Rents in this area had dramatically increased and recommended a specific dollar amount which was a sizable increase from what I was collecting from the first Tenant. What I really liked and appreciated was there was no real lapse from when the first Tenant moved out and the second Tenant moved in. This helped me to stay on budget with no real impact. Since my Townhouse is "newer", it required very little maintenance and luckily, I only had a couple of minor maintenance and/or "fix-it" occurrences in the 7+ years of renting it. Waypoint Realty has a huge network of qualified tradesmen including Electricians, Plumbers, Handymen, Flooring, etc. I strongly felt that the money I needed to fix these "occurrences" was very reasonable and more importantly were done correctly. In April 2022, I had made the decision to move back to California and into my Townhouse. I am so happy I never sold...but that's a different story for another day, LoL. Since giving notice to a Tenant in California can be very complicated and confusing, I relied upon Waypoint Realty to guide me and help navigate the required "termination of occupancy" notice process. I was required to give 60-day notice in my specific case. Waypoint Realty also has a Network of Lawyers to get the correct answers to this difficult, and often times, confusing process. Jacqueline Vance personally helped me and went "above and beyond" to assure me that we had done everything within the boundaries of the law. I had complete confidence in her and I never hesitated or doubted her abilities. Since I was still in Texas until June 30th, which was the final vacate day for the Tenant, I still needed to rely on Jacqueline to make sure this all happened without delay or roadblocks. She really came through for me and stayed ahead in the process.... never falling behind or having to "catch up". She continued to communicate with the Tenant and Me and my move back to California and into my Townhouse went smoothly. Jacqueline met me at the Unit the day of my arrival to give me the keys and remotes. She administered the Deposit funds within the boundaries of the law and everything was handled and/or dispersed and accounted for to my satisfaction. I am now back in my Townhouse and I would not hesitate to use and/or recommend Waypoint Realty Group and Jacqueline Vance for future Rental needs or to represent me in selling my Home. I wholeheartedly trust her abilities and truly appreciate her professionalism; communication skills and the commitment she demonstrated to me as a landlord.

---