

WHAT CAN YOU EXPECT FROM SHIRLEY?

Betty and Sandy MacDonald

I have known and treasured you for many years in many roles - first as teacher, then mentor and colleague, treasured friend, and now our Realtor, an unbelievably true professional whose knowledge of her profession is immeasurable !!!!!!!

Sandy and I want to thank you sooo much for the outstanding job you did as our Realtor, helping us to buy the townhouse which is becoming our home, and selling the home which had been ours for 23 years, the longest time we had lived anyplace!

We were especially thankful for your immediate response to the closet floor problem discovered on Sunday, the day after we moved out of the house, just the day before closing. You knew exactly who we should call and what we needed to do. You called the Buyer's Agent, and the most important, knowledgeable person who met you at the house to figure out how to solve the problem. Then early the next morning you met with all those people and the Buyers before the closing, you met with us to get a check to cover the problem fix, and then you went to the closing, after which you delivered the check to us.

Most Wonderful Realtor - That Would Be YOU!!! Shirley

Hello Shirley:

Sincere thanks for helping us to find our new home and manage all of the details of buying and selling. It was a privilege to work with a true professional, and our family is feeling quite comfortable and settled already.

We will be sure to recommend you to our friends and acquaintances.

Best regards,
Sara & Mike

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

Shu Lee on Zillow

Shirley is very efficient and have a wealth of knowledge. She always respond to questions quickly. Most of all in her long time experience she has built up a network of all kinds of people in the real estate field. I strongly recommend that you give her a call, whether buyer or selling a house.

Slwalczak reviewed Shirley Hsi on Trulia

As someone who has had the pleasure of working with Shirley Hsi, as both a buyer and a seller, I would like to take this opportunity to offer our highest recommendation. Shirley possesses all the attributes of an excellent agent/Realtor: she knows her market extremely well; she is diligent, responsive, and yet very patient with her clients. Shirley is both very professional and personable. She clearly takes pride in doing a good job.

During our search for a home, Shirley was both patient and thorough. She showed us only those properties that met our criteria, and was patient enough to spend the time it took for us to feel comfortable making a buying decision. A huge undertaking since we were looking for a home for me, my husband, my son, my daughter and son-in law.

After we purchased our new home, Shirley assisted me in the selling of my current home. She worked with me to put together a game plan, and she gave wise counsel along the way. We did some judicious updating, tweaked the plan as we went along and we hit our goals. Most importantly, we sold my home for more than we initially thought possible.

I have bought and sold a lot of real estate over the years and I was very impressed with Shirley's professionalism and knowledge. She is definitely the best!

Sam Seidel reviewed Shirley Hsi on Trulia

Shirley's long standing presence in the State College area brings the local knowledge every home buyer and seller should expect. She takes the time to understand her clients' needs and makes sure it will be a success. She also has the patience to explain necessary requirements of the process and is always responsive when prompted.

She has helped us both buy a house and sell a house and we would not have any hesitation to use and recommend her services in the future.

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

SHIRLEY HSI, OUR REAL ESTATE AGENT

by Grace and George Lang

Shirley arrived to talk to us about selling our house, and she was completely prepared. Not just with all her years of experience and total knowledge of the local real estate market, but with a perfectly organized binder, made especially for us, of all we should know about selling OUR house -- REAL ESTATE 101. She then explained it all to us, clearly and succinctly, and answered any and all of our questions. We were encouraged to always ask questions.

We found that Shirley's attention to detail touched everything she did. At every stage of the whole process, Shirley kept us informed, and each document we had to sign was fully, immaculately explained. Deciphered may be a better word. And there were a lot of pages! We weren't Shirley's only clients, we knew that, but we got so much of her time and attention from her we felt like we were. You will, too.

Shirley worked with us, every inch of the way, not only as a resource person and our representative, but as a friend. Shirley has an amazing work ethic, devotion to her job, high organizational skills, and vast knowledge, but she also has those intangibles – intuition, insight, and empathy – which, added to everything else, make the perfect combination in the Real Estate agent we all want to be ours.

We highly recommend Shirley to you.

Shirley Hsi was our realtor for selling our previous home and buying our new home and she was excellent. We were so grateful to have Shirley as our advocate. Our concerns and comfort were always her #1 priority. She took our calls and texts late at night and then again early the next morning on more than one occasion and always with a pleasant disposition. Shirley is highly professional, savvy, and also incredibly knowledgeable about real estate in general and specifically the market in and around State College. She is certainly our go-to for any future real estate transactions. We would highly recommend her to anyone.

Bill & Jill Zeruth

Shirley and her team have helped us sell two homes and buy one. Both Shirley and her team responded quickly, provided sage counsel, and went above and beyond the call of duty to have a smooth transaction. In the first case, we had a cash offer in ten days and on the second sale, we had a confirmed offer in approx. three weeks. Shirley did a great job of balance expectations and handling a challenging buyer. I would HIGHLY recommend her to anyone in the State College, PA area.

Mark Luellen

Michael Price on Zillow

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

Shirley is a hard worker, being very proactive in the selling of our home. She talked thru the strategy with us at every stage. She was very good at listening to our desires but did not hesitate to give her expert opinions to fill in the gaps.

We needed someone special because we were not just selling our home, but also downsizing, in a big way, for a move to a retirement village. Shirley understood our needs completely. She knows the real estate business totally, from contract language and laws, to the local real estate market, and how to find the perfect persons for our downsizing needs. We found we didn't have to worry about the process of selling a house because we were taught and guided every step of the way, and Shirley was always available to answer any questions or concerns we might have -- an invaluable requirement for us. Shirley was our advocate at a difficult time. We highly recommend her.

Grace L

So pleased I had Shirley help sell my home. She advised me with great skill and knowledge. She was constantly in touch with me and knew the process so well and communicated that information so clearly. I would highly recommend her to anyone in need of a realtor.

Carol

Shirley was very professional and efficient. She communicated quickly and clearly, and she always explained the processes and options involved in purchasing a house well. In addition, she was available to set up showings and answer phone calls -- it was never a hassle to get in touch with her.

Nikki

Shirley was my agent for both buying and selling a home. She was very knowledgeable and always well prepared...starting with the packet of information that she brought to our initial meeting. This included all of the research that she did BEFORE meeting with us.

I would highly recommend her services to anyone as both a buyer or a seller.

Scott Smeal

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

"I have dealt with many realtors during my years at State College and when the time to sell my house came, I had made up my mind to work with Shirley Hsi. My decision was mostly based on the strong recommendation by one of my co-workers who has conducted multiple real estate transactions using Shirley as his agent. From beginning to end in the selling of my house (above the tough-to-sell threshold of \$500,000), Shirley was straight as an arrow: very professional and strong work ethics. Thank you Shirley for a perfect execution."

The LePage Family

We found Shirley Hsi to be extremely knowledgeable of present market conditions, quick to respond to any questions posed, polite and honest at all times with bounding energy and enthusiasm, determined and confident in her ability to sell our property, which she did, in a reasonable length of time. In sum, we would highly recommend anyone to seek her assistance when in need of a fine agent.

The Kostakis Family

Shirley Hsi is a PRO! We would not hesitate to recommend her to anyone.

In selling our house we could rely on her at every step of the way to know what to do next. She was like a very good friend who really wanted to do what was best for us and she has the experience to do that.

We could not have been more pleased with our relationship with her.

Marilyn and Bruce Shobaken

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

Shirley Hsi has performed her magic for us three times. She is a walking encyclopedia of real estate and a treasure trove of experience Shirley advised the best way to go about selling and buying two homes, translated the small print into easy to understand language and guided us through every step of the way. And she accomplished the whole process with a deep understanding of our specific wants and needs in a way that lessened the stress of going through one of life's biggest transactions - .

Shirley is wired like a high speed internet. Questions, concerns, all the details are responded to with lightening fast speed. Having just purchased a home in California, we saw the difference of having Shirley who always kept us updated about each new development and a realtor who needed multiple emails and phone messages to inform us about what was happening.

Shirley's expertise is the gold standard but she always made us feel that it was *Our home. Our way.* Here's an example.

The first home we sold through Shirley received a full price offer because the prospective buyers thought their antiques would look good inside. However, nice as they were, the couple didn't seem to be interested in the property. When we rejected the offer, Shirley didn't flinch. She understood our deep attachment to the land and our need to know that there would be good stewardship of the garden and trees. With the extensive network of agents that Shirley works with and her aggressive marketing skills, we soon found a family who valued and would care for *all* of our home.

We wouldn't want to face the daunting amount of considerations to attend to while in transition with anyone but Shirley Hsi. She has it all - professionalism, knowledge, expertise, experience and an intuitive and compassionate interaction with her clients.

Ever grateful,
Joann and Bob Leonard

Hi Shirley,

I am writing to ask if you can recommend a realtor in the Tarentum, PA area. We are going to put our house on the market later this year. So far, I've not met a realtor who can match your professionalism and attention to detail. We wish you were here.

Thanks, and hope all is well in SC,

Judith Pearson

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

To Whom It May Concern,

We would strongly recommend Shirley Hsi as a realtor. Shirley started the process by reviewing our home and all of the upgrades we had made since we purchased it. She understood that the energy-efficient products installed would increase the home's value and set the price accordingly. While our house was on the market, it seemed we never went more than a week without another showing and Shirley always followed up with the prospective buyers for their feedback.

After our initial contract fell through because of the appraisal issue, our house was back on the market within hours and an open house scheduled for the next weekend. That open house led to the eventual buyer of the home. It was toward the end of the selling season so the quick turnaround in getting the house back on the market and open house scheduled was paramount in the sale. And this time Shirley provided the appraiser with proper comps and it appraised at the sale price.

Even with a signed contract, Shirley kept us up to date with updates as to when the buyer's had their approved mortgage, when the appraisal was completed, etc. This certainly helped with our piece of mind while waiting to close.

Finally, Shirley was never more than a phone call or email away at all times.

Sincerely,

Tom and Amy Barabas

Shirley Hsi, is the best realtor I have dealt with. She is always prepared and very personable.

Selling our house with Shirley was so easy. She sold our house in 3 weeks. I was impressed with the packet she puts together for sellers. It was full of great information. She does her research on your property before she meets with you.

I can not say enough good things about Shirley Hsi. She is Fabulous!!!!

Sincerely,
Heather & Bob C

"Knowledge is Power"
Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

I am writing to thank you for everything you did to help sell my mother's property. We feel you were highly motivated and well-suited as our choice for real estate agent. Shirley, you are committed to success and dedication to achieving positive results. Therefore, I highly recommend you as a power sales person.

We first worked together back in 1995 and I was especially impressed with your ability to deal with our complex matters as they related to our relocation to the area. You did an amazing job then and an outstanding job now with the sale of Mom's property. It is my opinion that you are an excellent real estate agent fiercely intelligent and diligent. Two things that I know are required for success in selling property.

Shirley you continue to impress me with your knowledge, skill and dedication to work. Be assured that you will be the only person I would recommend to anyone looking for help with real estate issues. It is my hope that you will accept our deepest thanks and continue to be "Aunt Shirley" to our family, as my granddaughter Leah titled you.

Barbara P

Hi Shirley,

I cannot tell you how pleased Doug and I are with this entire selling process and your organized team. I do not think that this could have gone any easier or smoother. I am extremely grateful for your hard work and guidance.

If you have a recommendation for a realtor in Corvallis, OR I would love a referral. We need someone equally as knowledgeable and shrewd as you for our purchase there.

I have already given your contact information to my neighbors who are planning to sell (next door and across the street). I hope to be able to give you some more referrals, because we have been so pleased.

Melissa A

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

One of the joys of selling our home was working with Shirley Hsi. Not only is she a joy to work together, but she is what I call a "knats eyebrow" person. Not one thing escapes her eye, every little detail is attended, and her client comes away with a sense of security that when the last paper is signed (and there are many papers to sign) they will all be done correctly. Not only do these qualities make it easy to enjoy the process, but Shirley has an intuitive gift cultivated over many years about the real worth or price of a home you are selling.

Shirley worked with us diligently during the last days of her mother's life, and we were amazed how she handled this crisis so well and continued the high professional manner of doing her profession.

Thanks Shirley,

John and Carolyn Bellanti

Working with Shirley on the sale of our house was a joy. She proved to be a true professional in all phases of the process. She possesses an outstanding base of knowledge regarding the real estate market, and was very clear in explaining the various steps in the sales process. She was also very open to our views, and did not hesitate to go the extra step in addressing our concerns.

Shirley was also very prompt in giving us feedback regarding all of the showings and provided sharp analysis regarding those showings. Even though we are novices, having previously sold only one house many years ago, Shirley helped make this experience go very smoothly.

We thank Shirley very much and wholeheartedly recommended her to anyone planning to sell their house.

Pam and Mike Lechnar

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

"Shirley was a professional from the start. Prior to listing with her, she provided us with a comprehensive market analysis as well as an in depth marketing plan. She not only took the time to answer all of our questions in an open and honest manner but also made sure that we knew what to expect from her. We were most impressed with her work ethic, detailed knowledge of the market and her efforts to communicate feedback after every showing. As a result of her efforts, we had 3 offers and our house was under contract within a month of listing with her."

- Brian & Sue

"Wow, Shirley, I am soooo impressed! You are as aggressive as you sound on the phone. Thanks for pushing the selling price as high as you did. I know we have paper work to do but I shall definitely work with you on this and hopefully we should be able to close on schedule without too much hassle.

Years ago I used to do mortgages for Fleet Bank. I did not like realtors (in general) because they can be so aggressive, they caused us lenders too much stress. Little did I realize that if I were on the other side of the court, I would DEFINITELY PREFER an aggressive realtor!!! Thanks and again I would like to say I am very impressed. And you can quote me verbatim. I simply said the TRUTH.

- Dr. Nora Mercado

Hi Shirley!

Thank you sooo very much for all of your help with buying the home and then with selling the home. It has been a crazy month but it did close! Thank you for all of your help with everything especially the gas fiasco! We really appreciate all of your hard work. I wish I could bring you here to broker our new deal:)! You can be sure that we will ALWAYS recommend you!

Thanks again,

Sincerely,
West and Shanda

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

"To Whom It May Concern

It is our pleasure to write this letter of recommendation for Shirley Hsi, Realtor at RE/MAX Centre Realty.

As a returning customer, we were again extremely pleased with the service that Shirley provided. She did a superb job from start to finish. Shirley provides a comprehensive package that will maximize the selling price of your home and minimize your time on the market. In our case, our home sold within two weeks and we received \$11,000 over our asking price.

Shirley's experience and knowledge were invaluable. Her recommendations concerning fix-up, sale timing, show preparation, and list price were right on the mark. She made sure that we took care of the things buyers really care about. In the end, the buyer was extremely satisfied with the home they purchased which made for a very smooth transaction.

We couldn't be happier with the results and we are sure that you will be very happy with Shirley's service as well.

Sincerely,
Bill and Janet H

"Over the years I have worked with Shirley Hsi buying and selling 3 houses. Obviously I am very happy with the results, especially since my last house sold and closed in just a few weeks! Shirley has handled all of the details for listing, showing and closing the deals, leaving me worry free.

She is a wealth of knowledge, able to suggest the best yet affordable and reliable people and places for just about everything you could need from chimney and household repairs to great restaurants. Let Shirley Hsi help you get the results you expect and deserve....I'm glad I did.

- Karen E

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

"Shirley made believers out of two initially skeptical clients. A few months ago we thought seriously about trying to sell our house ourselves in order to save what we perceived were those outrageous realtor's commission. Today we consider Shirley's fee the wisest money we've ever spent. She's an outstanding example of a professional Realtor."

- Bob & Joann L

To Whom It May Concern:

I am writing in recommendation of Shirley Hsi, who was my realtor in the recent sale of my house on in State College. This is the fourth house I have sold over the years, and Shirley was the 8th realtor I have worked with. She is by far been the best realtor I have worked with. At every step of the way, I felt Shirley was "on top of things." She demonstrated a deep understanding of the local real estate market and helped to price my house appropriately for the market which was higher than I had anticipated.

When I was tempted to take a lower offer, she remained confident that a better offer would come, which it indeed did, getting me the best price for my house. When I had purchased this house several years ago using a different state college realtor, that realtor was hard to reach and seemed only half interested when I spoke to her on the phone. But Shirley was quite the opposite. She was at all times easy to reach and returned messages promptly. In dealing with her, I felt she always gave me her full attention and went out of her way to keep me informed every step through the process. I am happy to give her my highest recommendation.

- Dr. Warren W

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

To Whom It May Concern:

Byron and I highly recommend Shirley His as an extremely efficient Realtor. My husband and I had lived in our home for almost 30 years and had completely forgotten how we had sold our first home. Shirley was recommended to us and we approached her late last year, asking her to handle the sale of our home. She maintained contact with us and we signed the listing contract with her in April, She was faced with the pressure of our wish to move and relocate by mid-June. Thanks to her knowledge and her efficiency, by mid May we had a signed contract with a closing date at end of June. What could be better than that?

Shirley is very organized and she shared her plan of action with us from the start: what were her responsibilities and what were ours, such as what to do to improve the look and the value of our home.

Her knowledge of the housing market trend as a whole and of the special local circumstances helped us narrow down an appropriate sale price for our property.

She assumed complete responsibility for all the paperwork - as would be expected - and kept us informed step-by-step. This was of considerable value considering the complexity of the process.

She controls a strong network of contacts with other agencies and was able to set up frequent showings of our home to interested parties - though not to the point of exhaustion.

In addition to professionalism Shirley shows a marvelous balance of efficiency, directness, understanding of people and true personal warmth. Byron and I have thoroughly enjoyed knowing her.

We have been completely satisfied with her effectiveness in dealing with a challenging market and in meeting the needs of our particular situation. We recommend her wholeheartedly.

Arlette and Byron M

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

"Shirley explored all available avenues with her creative marketing of my property. She advised me as to possible ways to make the house more sellable. Between the difference in time zone and my work schedule, Shirley successfully handled all the details for me when I could not be there"

- Dr. Cindy Morrison

"My house sold quickly. Shirley provided the type of care as though she were selling her own house. It was like having your own daughter as your agent"

- John and Mary Deveraux

"Shirley was the listing agent when we bought our home several years ago, that experience influenced us to do business with her when it's our time to sell. Shirley was great to work with. We received full price within one week of listing. She took care of everything for us and we knew we had nothing to worry about"

- Brian & Suzanne

"I have used Shirley's services for three different real-estate transactions - two as a buyer's agent and one as a selling agent. In each case, she made me feel as if I were her ONLY client and that her sole job was to assist ME in my buying or selling needs. What makes Shirley so wonderful is that she is somehow able to do this with all of her clients simultaneously"

- Dr. David S

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

WHAT CAN YOU EXPECT FROM SHIRLEY?

"We have found that in the 10 years we have been in State College customer service more often than not is only used in marketing and seldom followed through on. So when we find someone who follows through with his or her pledge of customer service, it really makes a positive impression. We realized that, especially in the State College real estate market, it is easier to simply let the strong local economy and low interest rates sell homes with little effort from the realtor, Shirley Hsi doesn't operate that way and we have a lot of respect for Shirley because she doesn't take the path so many other realtors have. Shirley not only promise customer service but delivered."

-Brian & Sue

"Shirley quickly put some very nice pictures plus a good write up in the real estate buyer's guide, quickly informed me of the 1st bid and discussed in detail and took into consideration my thoughts and wishes as well as using her knowledge and experience in the negotiation of the offer. Shirley was very efficient and quickly follows through in all details. I called her at her home on several occasions and she was gracious and took care of my concerns quickly."

- Kathryn

"Our initial phone call to Shirley was the beginning of the best working relationship we have ever experienced with a real estate brokerage. We were impressed with her professionalism and understanding of the market, Shirley's attention to detail (including her careful market analysis and explanation of the ramifications of various asking price), her consistent efforts to keep us informed at all times, and her no-nonsense approach to getting the job done. As a result, our house was shown only to qualified interested buyers, with minimum disruption for us and maximum yield in good offers. We listed the house just before Thanksgiving and shortly thereafter we have two excellent offers in hand. As truly satisfied clients, we want to say thanks"

- Drs. Hart and Anne N

"Knowledge is Power"

Have someone with the power on your side every time you buy or sell.

