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MARK N. BARSHOP

*A PROFESSIONAL CORPORATION

November 11, 2004

Hanu Reddy
Steve Reddy
Ranji Meyer
16251 Laguna Canyon Road
Irvine, CA 92618

Dear Hanu, Steve and Ranji:

I want to thank you again for all of your efforts selling my house in Woodbridge. You did an excellent job.

It is very reassuring to know that there are three very smart real state professionals out there whom you can trust.

Best personal regards.

Very truly yours,



Arthur R. Knowlson, Jr., P.C.

ARK:sm
ARK\COR
REDDY.LTR



2004.

WWW.HANUREDDY.COM

FROM THE DESK OF RAJ PAREKH

June 5, 2004

Dear Hanu,

Last weekend Purvi, Ravi and I were out in our neighborhood taking advantage of the amazing amenities that Woodbridge has to offer. As I saw my son having the time of his life I couldn't help but think of you guys and what you've done for us to experience this amazing improvement in our lifestyle.

Two years and some odd months ago when I first met you, I knew you ran a very professional company and had assembled the right team to serve your clients effectively. As someone who runs a business I know that this is the kind of service to your clients is simply expected. This is the foundation of running a good business.

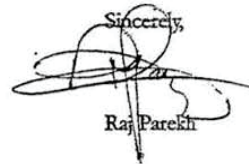
However, there is more to the Hanu Reddy Realty team than just performing the duties of a real estate professional well. You and your entire team take it to a whole new level. From the very first encounter your actions made it very clear to us that finding us a home was less about selling a home to a prospective buyer, but more about helping a couple, and now a family, have the optimal quality of life. It almost seems like you use the home as a mechanism to improve your client's life. In my opinion, Hanu Reddy Realty has taken work being of real estate agent / broker and brought a new sense of nobility to the profession. I not only admire that, but thank you and your team for being that way consistently.

I've been in this house for 4 months now and have been meaning to write you a thank you letter. I know how much you value feedback from your clients as I do from mine. But I didn't just want to write a letter thanking you for finding us such a nice home. You have plenty of those letters. I wanted to find the essence of why I really wanted to thank you. It was when I saw my 2 year old son and my wife playing with each other at the Northlake Beach Lagoon, and expressing absolute joy I knew it was time to put my thoughts on paper. I think I figured out what you meant when you said to me, "Raj, I want to find you a home you can enjoy." I thought I understood then, but now I get it with the meaning you intended.

I've taken a lot of the nuggets of information and advice you have given me over the past few years and have tried to incorporate them into my life and work. I will endeavor to redefine my profession as you have yours by bringing more than what's in my brain to the table, and bring more of my heart.

Purvi, Ravi and I sincerely thank you, Roma, and the rest of the Hanu Reddy team.

Sincerely,



Raj Parekh



Teri Verdecia
5071 Balsawood
Irvine, CA 92612
(949) 551-2341

March 12, 2004

Mr. Hanu Reddy
Hanu Reddy Realty
16251 Laguna Canyon Road
Irvine CA 92618

Dear Mr. Reddy:

I am a voice from out of the past that wants to tell you a big THANK YOU for the professional way that you handled the sale of my two houses.

You and your organization were so helpful to me when I was in mourning for my husband. I did not know which way to turn, but you had the patience and good heartedness to help me do what I needed to do, and I will never forget your kindness.

Above all, your ability to affect the sale, of both properties in all the myriad details, was outstanding. The close cooperation and inter-working with your staff was commendable and so appreciated.

In a word, if I have need for realty services again, I shall look only to your great organization. You and your staff are tops with me.

Sincerely,



Teri Verdecia



2004

WWW.HANUREDDY.COM



Richard and Judy Walker

343 Highland Place
Monrovia, CA 91016-1520

(626) 256-6499
richardwalker@pobox.com
judywalker@pobox.com

Hanu Reddy
Hanu Reddy Realty
16251 Laguna Canyon Road
Irvine, CA 92618

January 8, 2004

Dear Mr. Reddy,

We want to express our sincere appreciation to you, our realtor Richard Fralc, and your staff, for handling our recent property sale in Irvine. Although this was an extremely complex transaction, the sale ran quite smoothly, emphasizing your dedication to "Performance Not Promises".

Thank you very much.

Sincerely,

Richard & Judy Walker

*Ed and Ferol Rudd
11 Whistling Swan
Irvine, California 92604*

April 8, 2005

Ranji Meyer
Steve Reddy
Hanu Reddy Realty
16251 Laguna Canyon Road
Irvine, California 92618

Re: Purchase of 11 Whistling Swan
Sale of 10 Clover

Dear Ranji and Steve:

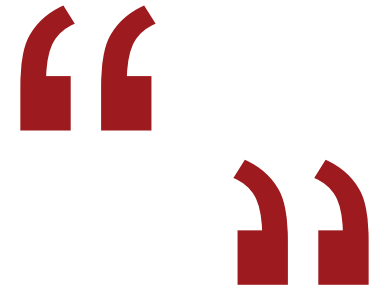
We wish to express our deep appreciation for the exemplary service you provided us in both the purchase of our new home and sale of our previous residence. The services you rendered certainly reflected the highest professional standards, consistent with the statement about the firm you made the first day we met you, "We take our responsibilities very seriously." Although too numerous to mention in detail, perhaps the following key examples will illustrate the reasons for our satisfaction.

When we first contacted you regarding the purchase of a single-family residence containing more living space and other amenities, we were just in the "looking" stage. After you conducted an in-depth analysis of our goals and our desire to stay in the Woodbridge area, we were immediately impressed with your knowledge of the local real estate market when you called the next day saying that you had located a house that might fit our needs. After we inspected the house, we found that your insight was correct.

Moving quickly, you prepared our offer to the seller and obtained an acceptance with minimal negotiation and in record time. Next, you put us in contact with a lender that approved our loan, again in record time, and an escrow company that helped close the escrow, as you promised, in 30 days.

You handled the sale of our home at 10 Clover with equal skill and expertise, which included impressive market analysis, insightful positioning and pricing of the property, expert preparation and showing of the property, and skillful screening and qualification of potential buyers. Your advice and negotiations with the ultimate buyer on sensitive issues resulted in a quick sale (just over 30 days), once again, just as you promised.

Thank you for your patience and kind consideration in reconciling repair problems at 11 Whistling Swan and working with the seller to share the costs. We are especially gratified with your handling of the air conditioning noise situation and your referral of Martin Jimenez to work with us on the repair problems. His willing, can-do attitude,



2005

WWW.HANUREDDY.COM



*Ed and Ferol Rudd
11 Whistling Swan
Irvine, California 92604*

knowledge of repair, and resourcefulness has proven invaluable in terms of cost savings and work quality.

Finally, we want to commend the staff at Hanu Realty and express our appreciation for their professionalism in handling our communications needs. Their courtesy, care and concern for the customer are impressive.

Ranji, you were referred to us by dear friends and neighbors who spoke highly of your handling of their real estate matters. We echo their commendation and will gladly refer anyone in need of professional real estate services to you, Steve, and the staff at Hanu-Realty.

It was a pleasure working with you and should we require any future professional real estate services, we will certainly, once again, call upon you to be our trusted agent.

Best regards,

A handwritten signature in black ink that reads "Ed & Ferol Rudd". The signature is written in a cursive, flowing style.

Ed and Ferol Rudd

**KOELLER
NEBEKER
CARLSON
&
HALUCK
LLP**

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OF COUNSEL
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SANDRA SCHAEFFER **
JEFFREY S. GRIDER

DIRECTOR OF ADMINISTRATION
W. DALE LANGLEY

DIRECTOR OF CLIENT RELATIONS
MARCIA A. CULLEN

LICENSED TO PRACTICE IN
* ARIZONA
** CALIFORNIA & ARIZONA
†† CALIFORNIA & NEVADA
‡ ARIZONA & NEVADA
† NEVADA



September 22, 2006

Re: Hanu Reddy Realty

To Whom It May Concern:

I am writing this letter of recommendation on behalf of Hanu Reddy and his fine team. They were most instrumental in the successful marketing and sale of our Landing II, Plan 5 home. We sold our home within the first week at a price that is one of the highest, if not the highest, ever achieved in Woodbridge. Hanu and his team bring a wealth of knowledge and expertise to the entire sales and marketing process. As a result of their professionalism and reputation, we achieved a record sale in a most challenging market.

I would highly recommend them to anyone considering a real estate professional for the sale of their home.

Sincerely,

Keith D. Koeller
koeller@knchl.com



WWW.HANUREDDY.COM



July 8, 2006

Steve Reddy
Hanu Reddy Realty
16251 Laguna Canyon Road
Irvine, CA 92618

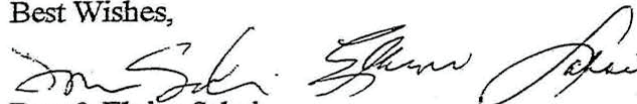
Dear Steve,

Thank you for your assistance in selling our Northwood home in Irvine. I contacted you when I found out that my job required me and my family to relocate out of state. You made the move easy and stress-free for all of us and we were extremely happy with the results.

I called and spoke with you in the morning; you and Ranji came to our home with a marketing plan on the evening of the same day. You made a couple of suggestions which we followed and, in retrospect, those suggestions made the sale successful. You suggested a selling price for our home and you also advised us to market our home as soon as possible in order to get a jump start on the competition from other homes in our area even though our move was more than three months out. We received and accepted an offer in about five days and the most difficult part was over. I couldn't believe how easy it was for us but I know that you did a lot of "behind-the-scenes" work. Your company's successful sales experience in the Irvine area is what prompted me to call you in the first place. I would highly recommend your sales expertise to anyone based on my personal experience in working with you.

Thank you, Steve. May you and the members of the Hanu Reddy Realty company enjoy continued success.

Best Wishes,


Don & Elaine Sakai

Michele Cooke Gilano 10611 Equestrian Drive Tustin, CA 92705

March 12, 2007

Hanu Reddy and Raima Varma
Hanu Reddy Realty
16251 Laguna Canyon Road
Irvine, CA 92618

Dear Hanu and Rama:

In this fast-paced, whirlwind world in which we live and function, one can lose perspective and actually believe that integrity, honesty and sincere relationships do not exist. That may be true for some people, but in my experience with the two of you and your firm, whatever doubts existed in my mind have been thoroughly eliminated because of the relationship created and the remarkable result since my residence was offered for sale.

What we agreed to in the beginning was fulfilled; what you promised was enacted; all dealings with purchase prospects were handled very professionally. From the listing of my home, to the closing of the sale escrow, I was pleased with the manner in which you conducted your efforts on my behalf and I never lost confidence in your qualifications or expertise.

Therefore, it is with pleasure that I am able to recommend you and your firm to any who may wish to avail themselves of your services and shall appreciate the opportunity to foster the adding of more satisfied clients to those whom you have previously represented in real estate transactions.

With sincere gratitude,



Michele Cooke Gilano

“ ”

2007.

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Vmmx19a@aol.com <Vmmx19a@aol.com>
To: hanureddy@hanureddyrealty.com
Cc: Vmmx19a@aol.com

Wed, Aug 15, 2007 at 9:38 PM

Dear Hanu! —————> Congratulations!

I see you are coming up in the world - the houses you list are first class but "somewhat" out of my range. 🌐

But it is rewarding to see that you have this much success! I know its not luck - I believe your hard work and this comment by Maya Angelou (see below) fits your business method perfectly!

I still think about you ever so often and remember your wise advice from years past - to keep the office Building in Santa Ana - and just hang on to it.

This I have done and its nearly paid off and has always been fully rented with fellow attorneys. I guess it will take care of me and Suzanne in the distant future.

Anyway - say "Hi" to Rama and I hope this note brightened your day!

with kindest regards,

Peter H. Wernicke
Attorney
1113 N Spurgeon Street
Santa Ana, California 92701
Tel: 714-558-8841
Fax: 714-558-7459

*"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."
-Maya Angelou*

Harry Sauberman
9 Overlook Dr
Newport Coast, CA 92657

October 2, 2008

Hanu Reddy
Hanu Reddy Realty
16251 Laguna Canyon Rd., Suite 100
Irvine, CA 92618

Dear Hanu,

I would like to thank you for the outstanding job your firm did regarding the marketing and sale of my home in Turtle Ridge. You, Steve and Ranji performed in a very professional and excellent manner throughout the entire process. I was even impressed regarding your assistance in arranging the greatest financing available, which enabled me to purchase my new home in Newport Coast, CA.

It was great working with the "Reddy team". I never encountered any problem during the entire process in which you, Steve, and Ranji did not quickly and easily resolve any concern. You all, always had a smile whenever I may have had a concern. It was a real pleasure working with all of you because everyone at Hanu Reddy Realty was always helpful throughout the entire process of marketing and successfully selling my lovely home.

I was very impressed regarding the professionalism that your realty firm always exhibited regarding the high class marketing job that you did especially the brochure that you developed. I especially appreciated the flexibility that you demonstrated in having as many "open houses" as often as I requested of your firm. I was amazed how much money your firm invested in advertising in order to successfully market my home in so many media sources.

Again, thank so very much regarding the excellent professional job your firm performed in successfully marketing and selling my home in a very challenging real estate market. It is my pleasure and with great enthusiasm that I very highly recommend your firm to anyone who is seriously considering listing their property for sale.

Sincerely



Harry Sauberman



2008.

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From: **Anne DeMarie** <annedemarie@msn.com>
Date: Sat, Jan 17, 2009 at 8:11 AM
Subject: Thank you
To: hanureddy1@gmail.com, ranji myer <ranjimyer@gmail.com>
Cc: Michael DeMarie <mdemarie@hbiconst.com>

Dear Hanu and Ranji,

Thank you so much for the beautiful tulip bulbs and basket of chocolate. I can't believe how quickly the tulips are growing. It is so fun to watch them!

Thank you for helping us once again with our real estate transaction. How you managed to sell Summer House in that ever declining market and then assist us in finding our dream lot in OC amazes me. I am so excited about our new spot and think that we will be there for a very long time. I couldn't be happier with what has happened in the last six months, including our interim place on Bower Tree which is the perfect transitional place for us. It all could not have gone better in my mind.

Thank you for everything!!!

--Anne

Client Satisfaction... Our Tradition

December 7, 2009

Mr. Steve Reddy

Hanu Reddy Realty

16251 Laguna Canyon Road, Ste. 100

Irvine, CA 92618



Dear Mr. Reddy,

This letter is sent to you to thank you for the tremendous effort you and your team made in selling our home in Irvine in a short period of time. You and your staff worked beyond what other realtors would provide.

Considering the declining economy, we were very pleased and grateful to have your expertise in obtaining the selling price we received upon the close of escrow.

Both you and your team provided us with constant information and emotional support throughout the period of our listing the home with you over and beyond what we expected.

We highly recommend Hanu Realty to anyone wanting to put their home on the market and would not hesitate to use you again.

With Sincere Gratitude

Steve Goode & Linda Goode

Steve and Linda Goode

You rock Steve!

1 with another real estate broker, this is not an attempt to solicit your listing.



.2009.

WWW.HANUREDDY.COM

“ ”

CLIENT SATISFACTION

Hanu Reddy Realty

Performance... Not Promises

949.450.8809

Dear Hanu , Steve, Ranji, and Lakshmi,

Dewayne and I wanted to take this opportunity to thank you all so very much for the excellent service you provided to us during the recent sale of our home in Turtle Ridge. We are very appreciative of all that you did to make this deal happen, and we wish the new buyers much happiness in their very beautiful home.

Hanu, from the time we first met you at an Open House in the neighborhood several years ago, we knew if we were to ever sell our home that we would want your firm to represent us. This, combined with the fact that Ranji was a neighbor, led us straight to your team when we did decide it was finally time to sell upon completion of the home we built in Corona del Mar.

The professionalism of your team, your collective attention to detail, and the deep knowledge of the Turtle Ridge community are beyond compare. Despite an incredibly difficult real estate market that has lasted for several years, you were able to bring in a buyer, and we were surprised to find our house in escrow after just a few short weeks on the market. There were some hurdles along the way, but you all as a team were able to provide guidance and find solutions which allowed us to close the deal in a very positive way.

We would be honored to provide any of your potential clients with the highest recommendation for your company, and for each of you as individual representatives. We have enjoyed getting to know you all, and look forward to a long and lasting friendship.

Best wishes for a Happy Holiday season and a peaceful and prosperous New Year.

Fondly,
Nancy and Dewayne Kirksey

...OUR TRADITION

hanureddy@hanureddyrealty.com
WWW.HANUREDDYREALTY.COM
16251 Laguna Canyon Rd. #100, Irvine, CA 92618



HANU REDDY
DRE LIC. #00772535
949.450.8809

STEVE REDDY
DRE LIC. #00882549
949.450.8810

RANJI MYER
DRE LIC. #00856216
714.319.5225

LAKSHMI REDDY
DRE LIC. #01738513
949.836.8755

*Information deemed reliable, not guaranteed.
*If your property is currently listed with another broker, this is not an attempt to solicit your listing.

WWW.HANUREDDY.COM

2009



From: karen frankel <exokie@cox.net>

Date: Sun, Dec 30, 2012 at 2:12 PM

Subject: Thanks

To: lakshmi@hanureddyrealty.com

Hi Lakshmi:

I just wanted you and your father to know how much we appreciated all that you did to sell our house. We were amazed at how quickly it sold and at full price no less. Hope 2013 is just as successful for you as this year has been. Thank you again for your hard work and expert representation.

Karen and Danny Frankel

•2012•

WWW.HANUREDDY.COM



CLIENT SATISFACTION...IS OUR TRADITION

Dear Steve and Lakshmi,

I wanted to express my appreciation for the excellent representation you both provided in connection with the sale in late September of my parents' home at 31 Bunker Hill in Irvine.



31 BUNKER HILL, NORTHWOOD

My mother passed away earlier this year and when I looked to put together a list of agents to interview, I recalled my mother telling me that at such time she put the house up for sale she would seriously consider engaging Hanu Reddy Realty. She had noted that over the years since she and my father acquired the house in 1978, Hanu Reddy Realty retained a strong presence in the community. In fact, you and your older brother, Hanu, often dropped by to briefly converse with my parents whenever business took you or him to the neighborhood.

For due diligence purposes, I interviewed a couple of other agents prior to going with Hanu Reddy. While the other agents were certainly well familiar with the neighborhood, I still felt that you and Lakshmi were even more so. Familiarity with the home models in the area proved valuable as I noted that on several occasions you were able to suggest to potential buyers certain things that could be easily done based on what you had previously seen at other homes that are the same model as 31 Bunker.

In addition, based on your tracking of current housing market trends, you recommended a selling price that was 25 to 35 thousand dollars more than what the other agents were suggesting we start out at. You further indicated that yours was not a "starting out" price but were confident that the house would sell at or very near to the price you were recommending. Indeed this is what turned out to be the case. Within a week of putting the house up for sale we accepted an offer that was \$5,000 short of our asking price. However, for personal reasons this deal fell through. About a month later, we received two full price offers. In the interim, we had fielded a number of offers at lower price ranges but you remained confident that we would get at or very close to our asking price.

Finally, in addition to the demonstrated expertise you brought to the table, I very much appreciate the excellent service provided by you and Lakshmi throughout the sales process. You were particularly helpful in bringing in folks to effect home repairs and touch-ups in a quick and cost efficient manner. While you and your team can obviously provide excellent representation for either side of a home sales transaction, in my view it is on the seller's side that you are truly in your element.

Regards,
Rod Fujii

Hanu Reddy Realty

Performance...Not Promises

949.450.8809

HANUREDDY@HANUREDDYREALTY.COM

16251 Laguna Canyon Road, Suite #100
Irvine, CA 92618-3624



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RANJI MYER
DRE LIC. #00856216
714.319.5225



LAKSHMI REDDY
DRE LIC. #01738513
949.836.8755



CLIENT SATISFACTION...

June 4, 2012

To Whom It May Concern,

I am writing to express my appreciation for the services provided to me by Hanu Reddy Realty over the past few months. After meeting with two other realtors, I had some misgivings about placing my house on the market. The whole process seemed overwhelming to me. After meeting with Steve Reddy and his daughter, Lakshmi, I was able to follow their lead and to feel good about listing my home with them. They were very sensitive to the fact that I had mixed feelings about leaving my home after twenty years and also about the time demands involved in showing our home. Steve and Lakshmi made appropriate recommendations concerning small projects that would enhance the appearance of our home and also helped to arrange for vendors to complete the work in a timely and reasonable manner. Steve and Lakshmi guided me through the entire process and were most considerate of my schedule when setting appointments for showings.

My home sold quickly at a price that was exactly in the range predicted by Steve and Lakshmi. Their combined experience and accurate market research was evident. I would absolutely recommend Hanu Reddy Realty to anyone who is in the market for real estate. They are not only respected real estate professionals, but also ethical and kind individuals.

Sincerely,
Anne Klenk

...OUR TRADITION

Hanu Reddy Realty

Performance... Not Promises

949.450.8809

HANUREDDY@HANUREDDYREALTY.COM

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Irvine, CA 92618-3624



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RANJI MYER
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714.319.5225



LAKSHMI REDDY
DRE LIC. #01738513
949.836.8755



•2012•

WWW.HANUREDDY.COM



Charles and Colleen Queen

October 14, 2012
Steve and Lakshmi Reddy
Hanu Reddy Realty
16251 Laguna Canyon Road, Suite 100
Irvine, CA 92618

Dear Steve and Lakshmi,

We wanted to express both our thanks and appreciation for the wonderful results achieved on the sale of our home at 29241 Kestrel Lane, Laguna Niguel, CA 92677.

When we first interviewed you to list our home, my daughter, had a positive referral of your entire team. With that being said, and you knowing that, you came prepared with PERSONAL research not only in our neighborhood but by visiting the homes on the market in our neighborhood. During that interview it was extremely evident that you would do what was necessary to market and sell our home. You understood our properties selling points and risks as well as the current competition buyers would compare our property to. Another realty team we had interviewed had NOT prepared for a specific property, even though they were a "local" realtor and they would have set a listing price tens of thousands less than we, as a team, determined was correct for our home and market conditions. We put our trust and faith in you and your team that day.

We signed the listing that day, but tied your hands, relative to showing and marketing the property, as we were still preparing it for sale. Prior to even allowing you to show the home to you received one offer within 96% of the listed price (latter pulled) and within days of allowing you to market and allowing our home to be shown we received multiple offers. We accepted an offer that was slightly over our asking price and had a backup offer that was within 96% of our asking price.

Your ability and efforts to walk us through the entire process (setting the right asking price-marketing the home-hand holding, both buyer and seller, from offer through escrow)enabled us to minimize our cost and maximize our return. Your proactive communication and contacts reduced inevitable tensions and concerns associated with selling our home of two decades.





Your constant and quick response to our concerns, as well as the buyer's, and effective proactive communication were superlative. The speed of your responses indicated a true understanding of the market, our home and all the processes that were needed to ensure a closure sale and of the escrow.

While other realtors tried to make a case for choosing them, based on their locality, you have proven that experience, effort and effective communication are much more important than where an office may be located. You knew our neighborhood and market because you took the effort to know them, not because you paid rent in our city. That knowledge along with your ability to understand the true selling points of the property were essential in the successful and expedient sale of our home.

We truly believe that the teams efforts were directly responsible for the quick sale at over the listing price of our home.

With Appreciation,

Handwritten signatures of Chuck and Colleen Queen. The signatures are in black ink and are written in a cursive style. The signature for Chuck is on the left and the signature for Colleen is on the right.

Chuck and Colleen Queen

5983 Symphony Drive Prescott, AZ 86305 T: (949) 831-8117 E-Mail: Chuck.Queen@mc.com



•2012•

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From: Erica Gilman <ericagilman@gmail.com>
Date: Sun, May 26, 2013 at 12:17 AM
Subject: Recommendation.
To: Lakshmi Reddy <lakshmicreddy@gmail.com>

To Whom It May Concern,

We love to move. We have been married forever which means we have moved a lot!
Our last experience was by far the best. We bought a new home and were told we had to list our, then, present home within twenty four hours. We came home and frantically began to call realtors. Hanu Reddy was the first one to call us back. Steve Reddy was at our house that Sunday night at 5:00. We listed the house with them immediately. During the few months it took to sell our house, Steve and Lakshmi Reddy were wonderful. They attended to every detail, showed the house frequently and had open houses every week. We seriously think that our home would not have sold as quickly or at such a good price without the Reddys. They were also kind, reassuring and supportive through the whole process.
If we get the moving bug again we would not hesitate to call on Hanu Reddy for another job very well done! Howard and Erica Gilman

Sent from my iPad

BOUGHT A SINGLE FAMILY HOME IN 2014 IN QUAIL HILL, IRVINE, CA.

Primary point of contact: Ranji Myer and Lakshmi Reddy

Ranji Myer and Lakshmi Reddy were responsive and patient throughout our home buying process and understood our specific requirements. They helped us navigate easily through the entire process.

They were readily accessible whenever we needed to contact them and were able to get answers to our myriad of questions. Hanu Reddy Realty introduced us to an excellent mortgage banker which we felt was one of the biggest benefits of having an agent. Their professional approach balanced with a personal touch made our buying experience pleasurable.



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CLIENT TESTIMONIAL

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BOUGHT AND SOLD A SINGLE FAMILY HOME IN 2015 IN LAGUNA NIGUEL, CA. Ranji, Steve, and Lakshmi are a dream team one can ask for when buying and selling a home. I have not seen any of my prior realtor this proactive and on top of things in spite of having complexities and criteria to meet by specific deadlines. My first meeting with them enabled my decision on using them to list and purchase home through this experienced team.

This family owned realty company was like family to us and ensuring that everything was getting done satisfactorily and also on time. We had a time bound crunch to ensure that we did not have to re-rent our departure home and they made sure that the purchase close and sale close was just in perfect sync. I have to state that Lakshmi took charge after the offers were accepted (with guidance from Ranji and Steve) to ensure the rest of the details - contingency's removal, inspections, repairs, and closing escrow was handled in a very smooth, professional and systemic manner. She was absolutely phenomenal. Overall there is nothing more I can add but to say that if I have to either buy or sell ever again, I know who to use. I highly recommend this professional team who we consider to be absolutely the best in the market space today to anyone who has any real estate needs. Thanks Ranji, Steve, Lakshmi, and Hanu for getting us into our new home.



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SOLD A SINGLE FAMILY HOME IN 2015 IN NORTHWOOD, IRVINE, CA.

We put our home in Irvine up for sale with Ranji in late December and outlined our pricing requirements. Three weeks later the home was sold at a price which covered all of the requirements and more! There were complications - a tenant leasing the place, my wife and I living overseas, land grant deed that had to be notarized at the American Embassy - Ranji was able to solve all of the issues and get the job done.

Ranji's most impressive area is her negotiation skills. Her dealings with the tenant and the buyers helped us to get the closing done in time and at a very fair price. A special thanks to her assistant, Lakshmi, who took care of a lot of the details



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SOLD A CONDO HOME IN 2016 IN WOODBRIDGE, IRVINE, CA. October 14, 2016
Lakshmi Reddy at Hanu Reddy Realty in Irvine, CA, helped prepare, market and sell our property at 19 Springwood, Irvine. From the moment we handed our keys to the house, my husband and I could relax, as our property's listing was in competent hands. She handled every situation that arose with professionalism and enthusiasm, coupled with youthful energy. For instance, during the renovations phase, she not only helped with the design and selection of materials, but also coordinated with local contractors to get the job done on schedule and within budget. Her attention to details is amazing.

After the renovation, she beautifully staged the property for showing. It was perhaps challenging to communicate with us remotely, but Lakshmi was patient and kept us fully informed. Geeta and I are extremely grateful to you and your team, especially to Lakshmi. Lakshmi Reddy's knowledge, quiet confidence and diligence will make her a shining star on the HRR team. We wish her all the best, and highly recommend her to anyone wishing to purchase or sell their home in the Irvine area.



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BOUGHT AND SOLD A CONDO HOME IN 2016 IN WOODBRIDGE, IRVINE, CA. Lakshmi worked with me to find my current home in 2013. She also worked with me to rent out the old property so I could wait for a better time to sell it. After 3 years, I worked with her again to list the old property and she help me sell it within 3 months. Lakshmi is very knowledgeable and helpful. She kept me informed about the progress and was always available when I had questions. It was a pleasure working with Lakshmi and Steve.



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FOUND A TENANT FOR A SINGLE FAMILY HOME IN TURTLE RIDGE,
IRVINE, CA.

As a land lord I have horror stories of the tenants not paying or leaving my home in disrepair upon move out. Lakshmi and the tenants she finds are the complete opposite. In my 10 years of working with other realtors I have never met a more dedicated realtor. What I mean is; someone who will be there to show your home, negotiate, follow up, and give feedback as needed. Who responses within a reasonable time frame to your questions and concerns.

Additionally, i have had issues in the past where other realtors did not verify the tenant was fully qualified to rent the property before sending contracts. This has never been the case with Lakshmi and the Reddy Team. Every contract I ever received came with a full credit check to ensure the prospected tenant could afford the monthly rent. Lakshmi and the Reddy Team have earned my business for years to come with their outstanding support and professionalism.



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BOUGHT A CONDO HOME IN 2016 IN ALISO VIEJO, CA.

A little while ago me and my husband bought our first house with Lakshmi Reddy. Lakshmi went above and beyond her job. She is a wonderful person to work with. She is very flexible and willing to work around your schedule. She is very knowledgeable and is able to provide sound advice, especially for first time home buyers like us. Not only did she put up with our ever changing criteria, but she did so with professionalism and sensibility that made us feel at ease to find the right home.

We appreciate her no pressure style and especially her insight on properties that we saw which have helped us greatly in decision making. She is also always on time and very responsive to emails and phone calls. We are very happy with our new home, and would recommend Lakshmi without hesitation. Thank you Lakshmi.



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SOLD A SINGLE FAMILY HOME IN 2017 IN EL CAMINO REAL, IRVINE, CA.

Lakshmi made me feel like I was her only client. She was there for me throughout the entire process. She guided me on transforming my 40-year-lived-in house into a ready-to-sell house by helping me clear out clutter, donate a ton of unwanted items (she sent people to pick stuff up), and guiding me on making the house presentable. She has a ton of very competent people to recommend for repairs and fix-ups.

Then she scheduled weekly open houses plus bringing prospects by frequently. The house sold in less than two months and she started taking me to new homes. Everything she showed me was close to what I wanted and it took only a month to find the one that was exactly what I wanted. With both my sale and purchase, the paperwork was unbelievable and Lakshmi made it all seem simple.



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Sold a home in 2017 in Trabuco Canyon, Rancho Santa Margarita, CA 92688.

Lakshmi was highly recommended by a friend and we are so glad she represented us in selling as well as buying. She was prepared with the comps for our area and listed our house at a price that the other real estate agents said was too high. She brought in contractors and worked with us to set up our house for viewing. The marketing was excellent and resulted in the house selling in one day for full asking price.

She also negotiated free rent back while we looked for a new house. As our buying agent, she was very patient with our evolving home requirements and showed us about 50 or more houses all over south Orange County. We purchased a new house at a great value thanks to her real estate contacts. All communications and signatures were electronic which was important for us. Lakshmi was incredibly prompt in responding to any questions and in setting up open house views. The process was very smooth thanks to her expertise and knowledge. She frequently took time even over the weekends to answer all our questions. We will only work with her for our future real estate ventures and are happy to recommend her to our friends and family.



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SOLD A SINGLE FAMILY HOME IN 2017 IN NORTHWOOD, IRVINE, CA.

The team helped us understand the improvements we need to make, connected us with the appropriate folks as needed, did a great job staging the house, got us competing offers in days, and thereafter ensured that the close was seamless, efficient, and transparent.



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SOLD A TOWNHOUSE HOME IN 2017 IN WOODBRIDGE, IRVINE, CA.

I signed up with Steve and I thought the house would be on the market for a long time. He found a buyer that was interested real fast. Much to my amazement the house sold in 2 weeks. i would recommend Steve Reddy to anyone buy or selling a home in Irvine. My opinion Hanu Reddy Real Estate is a top notch very professional business. Great realtors that are very knowledgeable of what is being sold and what to buy.



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SOLD A SINGLE FAMILY HOME IN 2017 IN NORTHWOOD, IRVINE, CA.

My wife and I needed to sell our house in an as-is condition and were unable to do any staging because of family medical needs and the presence of medical equipment in our home. Steve Reddy was very understanding of our situation and tailored his marketing plan accordingly. His knowledge of the community and local market go back decades, and he was ably assisted in his efforts by Lakshmi Reddy. Steve was able to conclude the sale of our home very expeditiously and with minimal imposition on our home medical situation, and even managed to obtain an offer that exceeded our listing price. We were very pleased with the results of his efforts on our behalf



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BOUGHT A SINGLE FAMILY HOME IN 2016 IN NORTHWOOD, IRVINE, CA.

We can speak enthusiastically about Steve's qualifications both as a landlord of rental properties in Irvine and as a realtor. For ten years, until we could afford a home of our own, we rented two of his houses. We were highly impressed by how responsive he was to our requests for repairs, and when there was a problem with the first house, he quickly showed us an alternative house that we promptly moved into. He made clear that our needs as a family were of utmost important to him. In accepting his services as an agent, we gradually became acquainted with a host of other helpful individuals who have also eased our transition from renters to homeowners: a patient lender, an excellent roofer, a skilled handyman, an affordable painter and electrician, and, most helpful of all, Steve's energetic team of fellow realtors, including Lakshmi and Vicki. With Steve's help, we found a lovely house that met all our criteria.

Throughout the process, he listened attentively to our preferences and concerns, and he would offer his advice about the value and desirability of different homes without disregarding our own opinions. As novice homebuyers in Southern California, we especially appreciated how easy he made the process, walking us through each step and answering our questions along the way. We always felt he had our best interests at heart, and we recommend him to others without any reservation whatsoever.



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SOLD A CONDO HOME IN 2018 IN PORTOLA SPRINGS, IRVINE, CA

It was a pleasure to work with Steve Reddy and Hanu Reddy Realty on the sale of my home. He and his associate Lakshmi were always very professional, knowledgeable and made sure we able to get a good price on our home. He is someone you can definitely trust to represent you and understands the market well and goes out of his way to make your experience a very positive one. He also helped me with a new home purchase.



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SOLD A SINGLE FAMILY HOME IN 2017 IN LAKE FOREST, CA.

Steve and his daughter, Lakshmi, did a masterful job of listing and preparing our home for sale. Steve and his sister, Ranj Meyer, gave us sage advice regarding the listing price and then Steve expertly handled all negotiations with prospective buyers to achieve a very satisfactory sales price. Lakshmi was very artful and creative in presenting the many special features of our home. She also effectively and efficiently coordinated with the escrow officer to produce a timely close of escrow.

Hanu Reddy Realty is a family business that treats its clients as "family" in promoting and protecting the client's best interest. They do that by focusing the full resources of the firm on the goal of delivering a highly satisfactory outcome. My wife and I want to thank Steve and all the members of Hanu Ready Realty for the superb job they did in selling our home.



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BOUGHT AND SOLD A SINGLE FAMILY HOME IN 2017 IN NORTHWOOD,
IRVINE, CA.

Honestly if the Steve Ready Team didn't have the experience they have, our house wouldn't have closed finally. Their professionalism is impeccable. Thank you



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