

June 17, 2017

Re: 5010 Showboat Place

Dear Roni and Lee,

This letter is to thank you for everything you did during the sale of the above property.

I am the trustee for my neighbor, Bernice Rosen. When she died last year, I decided to sell her townhouse at the Raintree community in Culver City. I was apprehensive because of my three previous experiences with selling residential property. All three agents had left a bad taste in my mouth.

Therefore, I decided to interview multiple agents and check them out thoroughly. You were the first agents I interviewed. I got your names from three of my neighbors who were happy customers. My attorney also recommended you. On your first visit, I was impressed with your presentation and depth of knowledge. But the factor that really convinced me to hire you was your list of references. This list was eight pages in length and contained the names and phone numbers of around 75 former customers. I called about 20 of them. Without exception they were pleased with your service and - especially - with the price realized.

After that, I decided not to waste time with other agents.

I had planned to sell the property "as-is". On our next visit, you convinced me to spend the extra time and money to fix the flaws in the home before it listed. You believed that the selling price would more than make up for the cost of repairs. The results show that you were correct. We spent a couple of months emptying out and thoroughly cleaning the house, changing the landscaping, replacing the carpets, refinishing the wood floors, painting the walls, and replacing the dishwasher, using mostly contractors that you recommended. Then you convinced us to stage the home with completely new furniture and decorations.

Once the house listed, it didn't take long before we had multiple offers, some of which were considerably higher than the asking price. Once I accepted an offer, you walked me through the process smoothly: the inspections and subsequent negotiations, problems with the buyer's loan, the appraisal, filling out the paperwork, and the escrow process.

Your hard work, professionalism, and knowledge of the Raintree community produced exactly the result I wanted. Feel free to give my contact information to any prospective

clients.

Ken Rothschild

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