

5468 South Iris Street

Littleton, Colorado 80123

March 31, 2010

Ms. Sue Dolquist, Senior Vice President
ERA Herman Group Real Estate
360 S. Monroe St., Ste. 500
Denver, CO 80209

Re: Real estate services rendered by Mr. Joel Hauswirth

Dear Ms. Dolquist:

Your real estate representative, Mr. Joel Hauswirth, has provided most exemplary service to us over the past few months. We first consulted Joel last October when we decided to search for a larger home. We knew we wanted to buy a house with a dining room, which we'd always had but didn't have then. Over the next few weeks Joel provided wonderful assistance helping us clarify more fully what we wanted.

After a very extensive search we found a house we liked. Joel, using electronic signature software, expedited the offer/counter-offer process, helping us negotiate a realistic price. However, much more importantly, he helped us get a thorough inspection of the house. That inspection revealed significant problems; fortunately we did not buy that house!

Joel then helped us follow the market closely and we identified another even more suitable house in just a couple weeks. Once again Joel's negotiating skills helped us quickly arrive at a fair market price. We are now happily living in that house!

However, that was by no means the end of Joel's contribution to addressing our real estate issues. We now had a house to sell - in a very weak market! Joel made a number of specific suggestions for upgrades and repairs. More important, he made suggestions about what was not needed. Then he helped us stage the house beautifully - so much so we thought perhaps we should move back into it!

In just a couple weeks we received an offer. Here's where Joel's negotiating skills became really important to us. In dealing with a first time buyer and an agent who didn't seem to take some things seriously, Joel made sure that we committed all agreements immediately to writing. Quite quickly, given the circumstances, we arrived at a very fair price. However, negotiations became even more important after the inspection (our house wasn't new!) and once again Joel's skills and experience served us very well.

We now have closed that sale. Our very favorable experience with Joel permits us to recommend him most highly, without reservation. We think you are lucky to have him!

Sincerely,

A handwritten signature in cursive script that reads "Winnie & Bob Whitsett". The signature is written in black ink and is positioned above the printed name.

Winnie & Bob Whitsett