

Suttons Bay Township

312 St. Joseph Street
P.O. Box 457
Suttons Bay Michigan, 49682

April 27, 2007

Jules Yates
Reality Network of Michigan
990 Garfield Woods Drive, "C"
Traverse City, MI 49686

Dear Jules;

Please come and celebrate with us at a ribbon cutting ceremony to commemorate the purchase by MDOT and the Township of property to be developed as the 45th Parallel Park. We want to publicly "Thank You" for your assistance and acknowledge your support in helping us acquire this beautiful tract of land. Soon the 45th Parallel Park will become an attraction for families, outdoor enthusiasts, and those who simply enjoy a casual, peaceful walk in the woods. This park will benefit generations to come and would not have become a reality without your involvement.

We sincerely hope you can come on **Friday, May 4, 2007 at 10:30 am** at the current 45th Parallel Roadside Park, approximately 1&1/2 miles north of Suttons Bay on M-22.

Your involvement with this project was invaluable; your attendance will be greatly appreciated.

Sincerely,



Tom Nixon on behalf of both the:
Suttons Bay Recreation Committee & Suttons Bay Township Board

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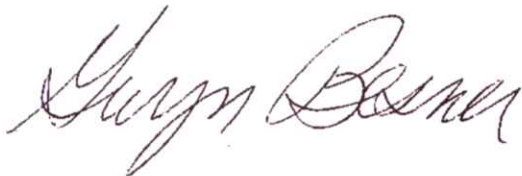
To whom it may concern,

I was extremely pleased to work with Jules Yates on a recent auction. Jules' attention to detail is rare. His knowledge of real estate law made the entire process a breeze. In short he made my job easier.

Very few agents possess the experience and ability to explain condominium to the general public in a manner that is clearly understood. I felt confident knowing the customers were in good hands.

I was also pleasantly surprised at his tenacity in getting the deal done. Many would have walked away after the auction and not bothered contacting the non-successful bidders. Not Jules. He was able to put a deal together which would not have otherwise happened.

Sincerely,



Auctioneer/President
Besner Auction & Realty, LLC

Real Estate Instructor

*To: Exit Realty
From: Nan DeLucia
Date: 3 September, 2008*

It is with much relief and tremendous confidence that I write this letter regarding Jules Yates. I listed my condo with Jules six months ago during the worst economic times Michigan has seen in decades.

Jules not only was professional, but optimistic regarding my property and the prospects of selling it quickly and for a respectable price. He left nothing to chance or luck. He made first class brochures showing every possible feature and amenity of the property. He arrived at every showing to expound on the property and get an impression of everyone who walked through my door, and reported back to me the same day.

It wasn't long before I had an offer. Jules didn't rest even then. He guided me, the lender, and the title company through the murky waters of closing within two weeks time! He stayed professional and dedicated to my requests through the end.

I highly recommend Jules Yates to anyone demanding the best service, respect and professionalism in real estate.

Sincerely,


Nan DeLucia

FRED AND JAYNE COOK
9950 E. JADE DR., SUTTONS BAY, MI 49682.

ATTN: JULES YATES
EXIT REALTY
313 E. FRONT STREET
TRAVERSE CITY, MI 49684

APRIL 27, 2009.

JULES:

**I AM WRITING THIS LETTER TO YOU TO THANK YOU A
THOUSAND TIMES OVER FOR EXPEDITING THE SHORT SALE
ON OUR HOME AT: 5489 N. JACOBSON RD. IN NORTHPORT.**

**GETTING DOWN TO THE WIRE OF HAVING TO WALK AWAY
FROM THE SITUATION WAS BREAKING MY HEART AND YOU
MADE THE SALE HAPPEN AND CLOSE WITHIN 24 HOURS,
HATS OFF TO YOU!!!!**

**I AND MY HUSBAND FRED ARE MOST APPRECIATIVE IN THIS
SITUATION AND I WILL BE OUT THERE READILY
RECOMMENDING YOU TO MORE CLIENTS.**

THANKS AGAIN FOR YOUR HELP,

Jayne M. Cook
JAYNE M. COOK

Jules,

Just wanted to drop you a note regarding our experience with you in attempting to sell our house. I have to personally recognize the effort you made with such short notice and the continued action you took to pursue selling our house. I have worked in the mortgage industry in the past and have worked with many real estate agents and have not had the pleasure of working with anyone that is as "on the ball" as you are. You impressed Doug and I with your professionalism and knowledge of situations like ours and gave us friendly (yet, not binding) advise that helped us endure a painful and trying time in our life.

I have to say that due to our experience with you, I will recommend no other real estate agent but you. You always called us back and communicated everything in detail and worked very hard to keep us posted with any news or updates necessary to pursue selling our home. You set appointments for more showings in two months, than we have had in two years with other agents. Very impressive. I cannot stress enough to you the importance of having you on our side to work for us.

I expect that you will stand out in this industry if everyone you work with has the same experience that we did. Thank you from the bottom of my heart. I wish you huge success in this business and as the market continues to turn around, that your business grows ten fold.

God bless and have a great new year.

Kind regards,

Nikki Vogler

November 2009

To whom it may concern,

I would recommend Jules Yates very highly for the way he assisted us in selling our home.

When I first had an appointment with Jules he was late, as it turned out not by his choice. Before he arrived I told my husband I would never hire any man that could not be on time for an appointment. We interviewed several other agents and then I surprised my husband by saying the only one I would list with was Jules. Jules had sold me that he could sell my home and if he could sell me, I knew he could sell my home. The other realtors were anxious to list and painted a very gloomy picture of the current market. Jules was excited about our home and very confident he could sell our home, even with the current market.

Jules photo's and brochures were excellent and very helpful in selling the home. We liked the fact that he was at most of the showings to share his knowledge of the house.

When we ran in to some issues regarding the house, he was there to help us resolve them. Most import was that we were leaving town and felt sure he would care for the house as if it were his own.

The house sold quickly as he predicted and he over saw things in our absence.

Sincerely,
Kay Rice