

February 5th, 2013

Madhu Khemani e-Pro SRF
Prudential California Realty
Santa Barbara CA

Dear Madhu,

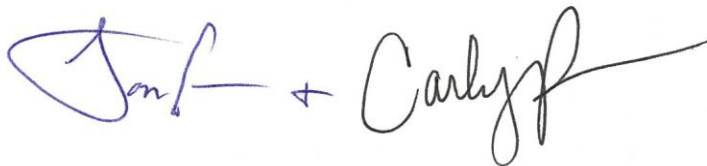
Carly and I wanted thank you and share our appreciation for all that you did for us during the purchase of our new home. (22 Baker Lane, Goleta, CA 93117). Although I had been through this process once before (and for Carly it was her first time), it had been over 9 years since the purchase of my previous home. It was very helpful to have you there to answer all of our questions and guide us through the transaction.

Your advice on helping us negotiate the "request-for-repairs" was extremely helpful. In the end, those negotiations probably saved us thousands of dollars and helped provide a scenario where we could move into our home with essentially no headaches or emergency repairs. That creates a lot of piece-of-mind for any buyer and one of the main reasons for engaging with an exceptional real estate professional, such as you!

Your input was instrumental in helping us to create an offer that was eventually the winning bid for our new home. Without your expertise, we may have missed out on this opportunity. The fact that we were up against 4 or more buyers was intimidating, but your confidence and advice helped us prevail. Carly and I feel like we were able to buy the home we wanted and for a reasonable price.

We would certainly like to pass along our recommendation to others who are considering your services, as they explore the process of buying a new home!

Thanks
Tom & Carly Poss

A handwritten signature in blue ink, consisting of the names 'Tom' and 'Carly' joined by a plus sign. The signature is written in a cursive, flowing style.