

August 15, 2007

Ms. Rachel Valentino  
Long & Foster Real Estate  
4200 Wisconsin Avenue NW  
Washington, DC 20015

Dear Rachel,

Thanks again for ALL YOUR HARD WORK in helping us purchase our first home. As first-time homebuyers, we appreciated your willingness to take the time to walk us through the whole process, from taking us from home to home (to home...) all the way through negotiations with the sellers and final closing. Your positive attitude, good listening skills and attention to detail made the process a surprisingly pleasant experience.

We especially appreciated your creativity in helping us find the place that best suited our needs, and your tenacity in helping us negotiate the specific concessions we were looking for from the sellers. Working with our tight budget in DC (a difficult market), you helped us get into a home that we love and that we feel confident will be a good investment for us in the long run.

We look forward to working with you again in the future, and would be happy to recommend you to friends and others looking to buy a home in DC.

Sincerely,  
Chris French and Anya Landau French, Adams Morgan