

July 23, 2007

Rachel Valentino  
Long & Foster Real Estate, Inc.  
4200 Wisconsin Ave. NW  
Washington, DC 20015

Re: Recognition of Excellent Service Rendered in Sale/Purchase of Client's Homes

Dear Rachel,

I am writing this letter to thank you for every part of the process in selling my home and helping me to find and purchase my current home.

Your marketing of my coop apartment was efficient, because you both targeted the right audience, youthful 20>30 year- olds, using an eye-catching, splashy sales brochure that included superb photos of my apartment, and made use of critical real estate advertising vehicles, including Craigslist. You explained your marketing strategies in detail to me and apprised me of the current real estate market conditions. To my great satisfaction, you deftly and competently handled a complex series of negotiations to complete the sale of my coop.

I am grateful for your help in locating and purchasing my new home. Your contacts in the real estate market are many and your understanding of my desires and constraints revolving around this purchase were all greatly appreciated.

Rachel, I would most heartily recommend you and Long & Foster Real Estate, Inc. to anyone who chooses to buy/sell in the Metropolitan DC area.

Most appreciatively,

Nancy Hatfield

New owner @ Logan Station