

July 26, 2007

Rachel Valentino  
The Atlantic Coast Connection  
5101 Wisconsin Avenue NW  
Washington, DC 20016

Dear Rachel,

It was such a pleasure having you as my realtor as I went about the process of buying my first home. This was a major undertaking for me as owning my own home had been a dream of mine for quite some time. On first contacting you I was completely ignorant of the procedure involved in purchasing property, of what to expect, of what I could afford, if it would be a pleasurable experience or one that would leave me feeling anxious and unsure. In mentioning to others my desire to purchase I was told horror story after horror story of realtors who refused to take their clients needs and wants into consideration, who either showed properties that were ridiculously out of their price range pressuring them into a tumultuous financial situation, or run-down dilapidated buildings that would never be satisfactory. Suffice it to say I was a little nervous, but what a welcome relief that upon my first meeting with you I felt right away as if I had nothing to worry about.

From our introduction you made me feel at ease, assured me that we would be able to find me the perfect property and provided me with a packet of information that immediately made me feel informed on the entire buying process. I mentioned to you my preferred DC areas, and you listened showing me relevant properties, giving me honest and accurate information regarding the neighborhoods and what you felt would work best for me. It was your knowledge of the area and complete understanding of my wants and desires that enabled me to finally purchase a property that I was convinced I would not be able to afford. It was your superb business connections that put me in touch with a mortgage lender who was able to provide information on tax breaks and other first time buyer incentive programs that allowed me to not only buy the property but completely renovate it all while staying well within my budget.

I think the true measure of your remarkable talent as a realtor is that now, after getting settled I could not love my home or my neighborhood more, that I would without hesitation recommend you to anyone looking for a home, for as I look back over the entire experience there is not one complication to which I could point, and the fact that to this day when I mention anything about my home my friends and family always comment, "you're place is great and Rachel was so cool." I would have to emphatically agree.

Sincerely,

Samantha Reed