



February 1, 2006

Dear Doug,

So much has happened since we got off the plane in Steamboat on Christmas Eve that it still makes me smile when I think about it. Our trip was planned as a family vacation, and while it certainly was that, it became a wonderful addition to our lives. We never considered the possibility of buying a second home during our trip, but then again, we had not really considered the power of incredible beauty, wonderful people and amazing value.

During my first morning run on Tomahawk, the smiles of my family and the beauty of the mountain really struck me. That afternoon I started looking into what it would take to make Steamboat a part of my family's future.

I asked someone at the desk at The Lodge at Steamboat for a realtor reference and they obliged. Milledge and I met with him, toured some properties and both ended the day disappointed. It took a while for me to figure out what happened. He had spent the entire time trying to sell us something...anything, and almost no time helping us sort through what and why we wanted. I knew I needed a Buyer's Agent!

I decided to watch the Real Estate Channel for a while, and I saw an ad for one...I quickly dialed...someone answered and put me on hold! Patience not being one of my virtues, and luck being on my side all came together as I refocused on the TV and noticed your ad...I hung up and dialed your number.

The rest is history, and pleasant at that! Milledge and I so enjoyed our time with you, and after our first tour together I knew we would trust you to be our agent through this process. What I didn't really realize was the extent to which I would rely on you as a partner. It is so easy to get wrapped up in the excitement of Steamboat residency and to not consider all of the tactical steps required to make it happen...especially if a mortgage is involved. Living 1800 miles away could have added so much stress to the process if you and your company had not taken responsibility for our best interests. This could not have gone better or have been more pleasant if we lived there and done business with friends!

This is not our first real estate purchase...not even close, but this is the first time I suspect that my agent didn't get paid enough. Don't get excited...I'm not offering to pay more! If I was even a little concerned about how successful you and your colleagues are going to be, I might be tempted, but as it is I'll just keep you on my prospect list. Someday soon you are going to need a really good Financial Advisor!

See you in March!