



March 20, 2007

Joanmarie Curran
Coldwell Banker Bain Assoc.
1200 Westlake Ave N Suite 406
Seattle, WA 98109

Dear Joanmarie,

Thank you so much for all you did to help us list and promptly sell our property in Kirkland in January and February of 2007. We hope you know how much we appreciated having you by our side during this transaction and during the purchase of the property in 2005.

Besides conveying our thanks, we want to take this opportunity to tell you why we believe you are such an outstanding real estate agent.

First of all, you understand how stressful it can be to buy or sell a home. As familiar as we are with real estate, the amount of stress involved in one's own transaction still came as a surprise. Additionally, there are countless communications and quantities of paperwork to manage. Your presence, accessibility, and support were so reassuring throughout the process. As you know, we were out of town during a crucial part of the transaction, and we can't imagine having been more confident than we were having you as our representative. It was wonderful to have such absolute trust that you would take care of anything that came up. Thank you for that and for keeping us well informed.

Secondly, it is important to mention your skills as a negotiator. It's difficult to describe Joanmarie Curran in action, but it was remarkable watching you bring the parties together. There are moments in a real estate transaction when true diplomacy is necessary, and you shine as a diplomat. You are consistently able to identify the real issues, develop strategies, and find amenable solutions—and you accomplish these things with both strength and tact.

Our final comment has to do with your diligence and thoroughness. We've already referred to the countless details of a real estate transaction—it's impossible to exaggerate how many there are, both foreseen and unforeseen. Simply put, you lifted burden after burden from our shoulders. You saw things that needed to be done, and you took care of them—quietly, competently, and cheerfully.

Please feel free to share this letter with current or prospective clients, as we are delighted to recommend you to anyone wishing to work with a lovely person and a truly exceptional real estate agent.

Sincerely,

A handwritten signature in cursive script that reads "Candice and Dick Fulton".

Candice and Dick Fulton