

Long & Foster Real Estate, Inc.
ATTN: Altaf Mohamed
4733 Bethesda Avenue
Bethesda, MD 20814

Dear Altaf,

I want to thank you for everything you did to help me sell my house. Your expertise of the market and knowledge of what needs to be done to sell a house were invaluable. You guided me through an extremely important transaction which allowed me to move on with the next phase of my life. Many realtors see listing a house as a business transaction, which technically it is. But you took the time to understand my reasons for selling the house and provided options that help me achieve those goals. Your friendly demeanor and clear understanding of what needed to be done to prepare the house, made it easy for me to trust your opinion and recommendations. Your extensive network of contractors was another valuable asset which I did not anticipate. The contractors that you recommended to prepare my house for sale were outstanding.

You clearly stayed focused on my best interests and represented me well when dealing with any third parties through the entire process. I feel we have developed a good working, as well as personal, relationship and hope to continue that in the future. As I have mentioned to you before, Kim and I expect to sell her house in a couple years. I also expect to purchase a house for flipping and then we plan to purchase a house in the city. In ALL of these transactions, you will be our realtor. I can't imagine a stronger statement of support and appreciation than to make that commitment to you.

Sincerely,


John C. Gherardini III