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Mr. Jim Bimstefer
Winning Edge Real Estate Solutions
5513 Twin Knolls Rd., Suite 213
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Dear Jim:

I have been warned often that it is bad business to hire a friend as a real estate agent. So, what does one do when a real estate agent becomes a friend?

After nearly two years on the market with but one very lowball offer, and a decision to stop the listing last November and not try again before this April, I got an almost annoying call from a persistent agent who finally understood I was working and preferred hearing by mail. The follow-up was quick and when in early December I began shopping for a realtor, I contacted that person again. I tried my best to do a business-like evaluation/interview of potential agents. Jim, when you came to the house, laid out your strategy, gave me pointers on how better to stage the home, and then spent some time convincing me that going back on the market right away was a better way, I had a very different outlook on the prospects of finally selling my home. Worse (!), your personality seemed to resonate with me, and the positive attitude, "let's get it done" approach was the seller. I did look at other companies and agents, but I kept coming back to Jim Bim. The real telling point was that my prior agent wanted a 1 year contract. You asked for four-months. That gave me the confidence that you really did expect to get this job done expeditiously. Add to that the way in which my Lab, Sofi, took to you, and I don't think I ever really had a choice.

We re-listed my home on January 19, 2010. In the span of 10 days while I was away on business, I had 24 showings and an offer ensued. But, that was marketing strategy. When I learned that you had been by the house each day there was showing to make sure it was secured, lights out, and ready for the next showing, I knew I had an agent who was truly working for me. Later, again while out of state on business, the worst blizzard of recent memory buried my home. I got back to BWI at midnight the weekend after the big snow and dreaded trying to find a place to park my car at home, much less get me and my luggage across 55 inches of snow. I arrived to find space cleared in my drive and a clear path to the door, all thanks to you.

In my prior experiences with real estate agents, I had come to expect my agent to do the

listing and then sit back and wait for house to sell. Your activity on a daily basis to get the property seen and sold, the communication with me on a very regular basis, the guidance through the negotiations with the buyer, the help with issues related to the home inspection, and all the work done to ensure the close would come off on schedule seem way beyond what other agencies could hope to offer. My house listed on January 19th and closed today, March 22nd. I am not really sure how best to thank you for putting your words into action and moving this property so quickly in such a down market.

My thanks, and those of Joan, who watched this from the West coast while helping with a new grandson. You would have to know her well to understand that when I would sound worried and she would say, "Trust Jim, he's been right on everything so far!" that is a huge compliment.

Now if you only were licensed to work with us on the property we have in Pennsylvania, life would be sweet. I began this letter suggesting a business only client relationship had become one of friendship. I do mean that and hope that we will stay in touch in the future.

With sincere regards

A handwritten signature in black ink, appearing to read "John A. Doerr". The signature is fluid and cursive, with a large initial "J" and "D" that are connected.

John A. Doerr