

Dear Diane

I don't know what you thought of us as real strong potential clients last year when we visited with you and indicated that we might be interested in purchasing a house here in the Keys, as we were considering selling our Motorhome. I am sure you get a lot of that sort of traffic. Never the less, you did put us on your e-mail list to receive notices of properties coming up for sale that were in what we thought to be in our price range.

We did review the listings as they arrived, but did not get too excited about anything. As we were driving to the Keys from Ohio, we had time to talk about this idea of buying a house here in the Keys. I guess somewhere during those discussions, the "bug" bit us for we arranged to visit with you the first of week of January. You must have had a "sixth sense" about us that told you that these two folks were worth the risk of your time and they were "ready".

So all this rambling is to tell you how much we appreciated your interest in us as two people who are ready to make a big change in their lives. You listened to us as we described some of the things we wanted, you arranged to show us houses that you thought would make us happy, and then we finally made a choice, you were there with us every step of the way to help add a new chapter and excitement to our lives.

Then after we moved into the new house, we were pleasantly surprised to find two refrigerators filled with water bottles and other exciting beverages, and most wonderful of all, a very generous gift certificate to our very favorite restaurant. And the personalized cards that we could use to advise family and friends of our new second home.

You were a wonderful person to work with, very responsive to all our questions, and kept us well informed of the overall progress of things pertaining to our obtaining a wonderful second home.

So we just want to say to you a really big thank you for all you have done for us and for taking this big step in our lives so much easier.

With kind regards,

Jan Burke-Brown



Carl Brown



P. S. We would dearly love for you to stop by and see what we have done with the house. Actually hardly anything to the house, but the way we have furnished it thus far.