

“COUNTRYWIDE” - LAWSON



4500 Park Granada MSN CH-82
Calabasas, California 91302

The Curtiss Team
Coldwell Banker
Realtors
883 S. Westlake Blvd.
Westlake Village, CA

Dear Dionne,

I'm still in the midst of getting settled into my new home, but I thought I would drop you this quick note to tell you how much I appreciated all of your efforts on my behalf. I realize that on the scale of home prices in this area mine is very much on the low end, but one would never have guessed that based on the hard work you expended and excellent service you provided me.

You came highly recommended by three of my fellow workers, who had availed themselves of your team's services. It didn't take long for me to realize that I was in excellent hands, which made the oft-times overly painful task of purchasing a home (remember I am in the mortgage banking business so I do know a little about the subject) an exceptionally easy one.

Your experience in and knowledge of the local market proved to be invaluable during the negotiation process, which we both know is more of an art than a science.

Thinking of selling, when I am still unpacking boxes, is a little hard to do at this point but, if and when that time to sell does come, deciding who will represent me will not be hard.

Thanks again,

A handwritten signature in blue ink, appearing to read "Doug Lawson".

Doug Lawson
Vice President, Strategic Operations
Wholesale Lending Division
Countrywide Home Loans

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