

## “MEDTRONIC” - LU

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Oct 23, 2004

Dear Dionne and Natalie,

Yan and I would like to express our sincere appreciation for your help in selling our house in Thousand Oaks, CA a few months ago. Your knowledge of the local market, creative marketing strategies and tactics, as well as your experiences in working with relocation companies made our whole selling process so much easier than we had experienced before. We particularly thank you for your dedication in guiding us through the negotiation process and keeping us informed of the market condition. Because of your dedication and expertise, we managed to get our house in escrow within 3 weeks at the highest selling price for our model under a changing market condition (the interest rate was adjusted upward).

Once again, thanks a bunch for your help in making our move a lot easier. We definitely would like to work with you again when we move back to Southern CA in the future. Furthermore, we would be more than happy to recommend your real estate services to any interested parties. If any of your potential clients would like to contact us for a reference, please feel free to provide them our email address.

Have fun in working with many more happy buyers and sellers in the beautiful and wonderful Conejo Valley!

Best regards,



Richard Lu

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