August 10, 2007

Cy Marlow L.J. Michaels, Inc. 1724 Wabash Ave. Terre Haute, IN 47807

Dear Cy:

I wanted to take a moment to thank you and your staff for recently selling my home in Terre Haute. During a period of time commonly referred to as a "Buyer's Market" and also during a sluggish selling season, you and your team made it happen!

Prior to asking you to sell my home, I had selected another local realtor. I had thought with their well recognized and national name that I had made the right choice. Realizing my contract with this prior realtor was for six months, I basically made payments on my mortgage while my hands were tied and no proactive selling efforts were made.

I'm writing this letter to thank you for showing me results. There are some people that believe local companies lack resources and skills. I believe the exact opposite and you and your company support my opinion. Prompt follow-up on questions, direct advertising and investments are just a few of the many things you used to make it happen. Your actions speak louder than words and I'll be sharing my positive experience with family, friends and co-workers.

Sincerely,

Carl R. Cottrell II