

To: HWWB Realtors

November 10, 2009

Re: Sale of our Home in Farmington Hills, MI

In these difficult economic times in the United States, the State of Michigan, and Southeast Michigan in particular, I feel compelled to write to commend your agency for finding us a buyer for our home in Farmington Hills, Michigan. In particular, I would like to point out that this sale would not have occurred without the superior effort of our agent, Relocation Specialist Wendy Weir. Wendy is a great asset, who tirelessly worked us through the selling process, and we are most grateful.

Wendy started by providing us with an in-depth market analysis which helped us develop realistic expectations and an initial listing price for our home in this market. Throughout the summer, she continued to keep us informed on internet searches performed on our home, progress on viewings, and comments by potential buyers and buyers' agents. She provided helpful tips to enhance our home to generate more interest within the buyer community, as compared to comparable homes on the market. Her efforts, and her knowledge of potential buyers, kept the process going and directly lead to successfully selling our home in five quick months.

I must admit, I did not have high expectations that we would find a suitable buyer in a reasonable price range in the current climate. Given the number of foreclosures and short sales in this market, I had visions that it might take quite a long time to get an acceptable offer, or have the housing market rebound. Yet Wendy persisted, contacting us weekly to let us know she was actively pursuing leads. She was always easy to contact with questions, and I know her Blackberry was never out of arm's reach. She creatively suggested alternative purchase arrangements, which ultimately led to two separate offers on our home, and resulted in the successful cash sale of the home we have lived in for the past 26 years.

In summary, Wendy did a magnificent job completing this sale in a market that couldn't be more difficult. Both my wife and I have worked in the auto industry in the Detroit area for most of our careers, and would highly recommend Wendy to anyone looking to find a home here.

Thankfully,

James R. Boland
Manager, Automotive Safety Office
Ford Motor Company, retired
248 797 7460
jimboland1@aol.com