

To:

Alain Pinel Realtors,  
Attention: Jeff Barnett,  
750 University Avenue, Suite 150,  
Los Gatos, CA 95032

Dear Mr. Barnett,

We would like to let you know that we just bought our first town house in San Jose, with Jim Pojda as our real estate agent. We are really happy and would like to express our deepest appreciation for all the time and effort he invested in the entire home buying process.

We met Jim in early January of this year through a referral and were really impressed with his credentials and presence. As first time home buyers and being new to the Bay Area, we were initially skeptical about the whole process. Jim spent a lot of time with us in understanding our requirements and priorities, based on which he recommended to us all the available properties. Over the next several months we spent a lot of time together on weekdays and weekends, visiting over 100 properties, understanding the pros and cons of each area, market conditions and the sales process for each type of property. Jim was very patient during our home search process and answered to all our questions and queries, no matter how late it was in the night.

Once we found our home and were ready to make an offer, Jim patiently walked us through the details of each step and helped us with all the documents and forms. His exceptional negotiation skills were instrumental in getting us a great price for our home. Jim was extremely proactive in setting up all the appointments for inspections, appraisals, HOA reviews, Title Company, correspondence with the sellers and everything required for moving forward in the right direction.

We would also like to mention that Jim was always available and responsive to all our email and phone calls. He made sure we were comfortable at each point in the sales process and provided us with all the data enabling us to make informed decisions. Jim also went out of his way to help us find a mortgage broker, connect us to right set of people for questions which were outside his area of expertise and also helped us prepare for the move.

We got the whole deal though within 30 days and I'm proud to say that everything was just perfect. It was definitely a pleasure to work with Jim and Alain Pinel Realtors. We will definitely recommend him to all our friends and family for all their real estate requirements.

Sincerely,

Neha and Abhinav Nath

**CC: Jim Pojda**