



August 15, 2006

Jim Pojda
Alain Pinel Realtors
1071 Blossom Hill Road
San Jose, CA 95123

Dear Jim:

I want to express my appreciation for the excellent work you did in selling my home this summer. I have the opportunity to work with real estate brokers on the commercial side on a regular basis, and the service you provided to me was among the best I have ever experienced.

When we began the process of selling my home, I knew the market was changing as interest rates were rising and the inventory of homes for sale continued to grow. Your knowledge of the market and ability to spot trends was key to selling my home quickly and at a great price for me.

I am convinced that the extra efforts you put in such as personally marketing the property, recommendations to fix items that affect value, help with staging, online agent survey and personal follow up with each touring agent led to success in selling my home.

I have no hesitation recommending you to my friends and family members.

Best regards,

A handwritten signature in blue ink that reads "Roger van Overbeek".

Roger van Overbeek
Director of Corporate Real Estate

