

Alain Pinel Realtors  
Attention: Michael Nevis – Office Manager  
1071 Blossom Hill Road  
San Jose, CA 95123

Dear Michael Nevis,

I would like to inform you of my recent experience with one of your agents, Jim Pojda. When I relocated back to the Bay Area in April of 2005, I started to evaluate and contemplate my next home purchase. This would be my 4<sup>th</sup> home purchase and I have worked with several realtors over the past 15 years. Needless to say, sometimes it can be compared to an experience with a car salesman and I was really dreading the upcoming experience.

I found Jim Pojda as I browsed the internet reviewing homes and contacted him via email. For the first time in my life, I found that not all realtors are pushy and out of tune with their client's fears and concerns and soon realized that there are some realtors who are honest and professional. That is who Jim Pojda is. He contacted me and we began our dialog and I found him to be personable and accommodating.

He allowed me my time to decide and review my options and I never once felt any pressure to decide quickly or loose out on a so called "Great Deal".

Jim is the best realtor I have ever worked with. He took the time to explain the details and kept in contact with me, always giving me time to think. When I was ready, we went shopping. This last purchase was the best home purchase experience I have ever encountered. It went so smoothly that I thought that it was too good to be true.

Jim has far exceeded my expectations as a Realtor and I will recommend him to all of my friends that are looking to purchase a home in the Bay Area.

Thank you for your time,

*-Victoria Tracy*