

September 9, 2014

To: The Etheridge Team

I wanted to thank you again for the outstanding service you provided me on the sale of my home in Orange, California. As you know, I considered four different agents:

- 1) a long-time friend who is an experienced agent and knows the Orange market,
- 2) an agent who is considered the "neighborhood expert" when selling in my particular area and has done a considerable number of transactions in my neighborhood,
- 3) a relative that has not done many transactions but would have had a greatly reduced fee, and
- 4) the Etheridge Team.

Even though your team had not represented any sellers in my neighborhood in the recent past, I decided to choose you as my agent because I felt the Etheridge team had a depth of experience in selling properties in all areas of Orange County in all sorts of market conditions for over 40 years. In addition, unlike my other three choices, you offered to "stage" my home at no additional cost to me.

I felt the advice you provided every step of the way enabled me to maximize my sales price. I believe the fact that you "staged" my house enabled my home to sell much faster and get a higher price than other homes on the market at the same time. As an example, one of the competing homes for sale when we went to market was significantly more upgraded than my home. This home ultimately sold for less than my home, and was on the market for a significantly longer time period.

I also was extremely pleased that my home sold for a new high price for the year, and that price was approximately 10% higher than the last comparable sale of my floor plan.

Thank you again for exceeding my high expectations in every aspect of the transaction. Not only did my home sell quickly and for a record high price, you ensured that all the paperwork associated with the transaction went smoothly, and there were no surprises.

Warmest regards,

Kelly Kaufman