

January 16, 2009

Mr. Fulton Murray
Prudential Santa Fe Real Estate
505 Don Gaspar
Santa Fe, NM 87505

Mr. Murray:

I am writing this letter in support of Philip Ross and Mark Banham of your Company. My Partner and I were looking for a retirement home in the Santa Fe area and had the good fortune of working with Philip and Mark. We have been delighted with their services and feel that they have exceeded expectations.

At the onset, both Philip and Mark were very open to answering our questions and showed no hesitations in spending time with us over the telephone or exploring listings that we found over the Internet.

Upon meeting, they immediately showed us the highlights of Santa Fe and then took us to lunch prior to showing us properties. Their property tours were well planned and gave us a strong sense of what each area (and subdivision) had to offer.

Upon finding our house (11 Tetilla Rd.), both were knowledgeable in guiding us through the negotiation process and keeping us informed of the Seller's counteroffers and how to best strategically respond. In the end, we got the price that we wanted and about 10 times the house we thought we would be able to afford!

The most important thing that Philip and Mark did for us was to make us feel comfortable and welcome. They went out of their way to thoughtfully (and genuinely) help us understand what Santa Fe has to offer. In addition, they introduced us to their friends who made us feel very welcome. They even hosted an informal dinner party so that we could meet people in the community.

All of these things together made our buying experience extremely positive. My Partner and I have no reservations whatsoever in moving to Santa Fe in large part due to Philip and Mark.

I hope that my comments are helpful to you and that you feel free to call me if you have any questions.

Sincerely,

Andrew L. McClain