

August 20, 2005

To Whom it May Concern:

I am writing this letter on behalf of Shirley Finnorn, who represented my wife and I as a Buyer's Agent. We were very happy with Ms. Finnorn and her professionalism, knowledge of the market, enthusiasm, willingness to help, and her efforts on our behalf which we felt went above and beyond the duty of an agent. We enthusiastically recommend her to others.

We knew we were moving to the Huntsville area nearly a year before we made the move. We made contact with Ms. Finnorn eight months before the move. We were limited time-wise when it came to a home search and she would email us detailed information about houses that met our search criteria. For houses we were interested in she would go to the homes herself and take inside and outside digital photographs and email them to us. We found this extremely helpful as we eliminated some houses from our search based on these photos. Eventually we would select a group of houses we wanted to see, email her our list, and then make a trip into town and spend the day or most of a weekend seeing houses. We visited 20+ homes that matched our search criteria but none of them seemed "just right." Then, we found the one that did and made an offer.

Ms. Finnorn spent a tremendous amount of time with us on the house-hunting phase and was patient, cooperative, and contributed a lot of information and points we had not considered when we scrutinized the houses. We found her insight and experience extremely helpful in making our decision.

Once we made the offer we had to deal with a lengthy family crisis and were unable to make trips into town to finalize the transaction, to which she arranged for everything to be done by fax or mail. She helped us with the inspectors for the house and air conditioning as well as the actual contract signing and the associated paperwork. She even gave us helpful advice on dealing with our bank on setting up financing. After the sale, she helped us setup carpet cleaners, painters, and the fence builder. Not only did she help us get in contact with reputable people but kept an eye on the house while they did their job. She let them in, saw they did things well, then locked back up behind them. So much effort on her part after we bought the house on top of all the work she did on our behalf before the purchase is why we are praising her so highly now.

In conclusion, we highly recommend Shirley Finnorn as a Buyer's Agent. She was a great asset and we are very glad to have had her work for us. We have already recommended her to family and will recommend her to family and friends in the future who desire to buy a home in this area.

Sincerely,

The Smiths