

April 2, 2008

To Whom It May Concern:

My husband, Patrick, and I had the pleasure and privilege of working with Liz Brent on the sale of our home in Silver Spring, MD during the fall of 2007 (closed January 2008.) The purpose of this letter is to offer to you our highest recommendation of Liz as a realtor, based primarily on her very creative approach to listing, and her extraordinary diplomatic skills – put to an unusual test in our situation.

First, her creative approach to listing.

Our home was an odd one – after a major remodel and modernizing of a traditional Cape, it classified neither as new construction nor as a traditional “bump out,” either of which would have been easy to find comparables for in our neighborhood. Of all the agents we interviewed and considered listing with, Liz was the only one who (even without our framing the challenge to her) understood the situation right away. Most simply pulled two years of bump-out comps, added 10%, and gave us a listing price. Liz’s experience with new construction and grasp of the market overall and our neighborhood in particular led her to take a much more thoughtful approach to both pricing and marketing the house. As a result, we sold our home for 30% more than where two other leading agents in the area were advising us to list, and within 3% of list.

Second, her diplomatic skills.

In the process of closing on the house, it was brought to our attention that a miscommunication between our surveyor, architect and builder had resulted in part of our addition encroaching by about a foot into a right-of-way easement shared by eight neighbors. The closing could not proceed until the issue was resolved – a process that ultimately involved redrawing the easement agreement and convincing eight neighbors (two of whom retained legal counsel) to sign off (with a notary brought to their homes), meanwhile keeping the buyer from walking away from the contract – all over the winter holidays! Needless to say, this was an extremely challenging situation, especially since we had already relocated out-of-state and had to rely on Liz to do most of the face-to-face negotiation with our buyer and former neighbors. Liz went above and beyond the call of duty (and her usual job description) and managed to placate a wide range of personalities, cool a lot of tempers, and get us all back to the closing table inside of 30 days. We are certain we would not have had such a happy ending without Liz as our partner in this matter.

We cannot say enough about Liz – in addition to the above, we can testify to her high professional standards, integrity, personal touch and even sense of humor. In a decision as major as buying and selling a home, you are in the best of hands with Liz Brent.

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