

Jeff and Donna Contreras
223 Kindewood Dr.
Durham, NC 27703

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November 1, 2004

Armand Lenchek
1600 E. Franklin St.
Chapel Hill, NC 27514

Dear Armand:

We wanted to take a moment to thank you for helping us find our first home together.

Buying a home is one of life's truly monumental (and stressful) purchases. Our stress level was no less than anyone else's would have been, and most likely was higher than most since we did not have much to work with initially.

Having never bought a home I was apprehensive at first and had many fears; could we find something we liked? Could we find it in our price range? Could we get financed? Would it be so far from our jobs that we would not be able to purchase it? Could we trust a realtor to have our best interests at heart? More importantly, would we have a realtor that really listened to what we wanted and help us achieve our desires?

All of these questions and more were answered in our first meeting with you. We did not even have to ask all of them because we could tell you were honest and sincere about helping us, you really did care that we got the home we wanted. That attitude of yours was the deciding factor in using you as our realtor, and that attitude never changed.

While our personal journey to home ownership had many turns (and a detour or two), you kept our ride smooth, dealing with every little situation as it arose, bringing us to our destination safe, sound, and very happy on the day that you said you would...thank you. You really did exceed our expectations in every way.

I think it is safe to say that as long as Donna and I live in North Carolina, you will be our only realtor.

Sincerely,



Jeff and Donna Contreras

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