

Gil and Sandy Pitt  
21604 Castleton St.  
Cupertino, CA 95014

April 19, 2002

Sale of home in Cupertino

To Whom It May Concern:

This is to document the excellent effort put forth by Vinh Tran, acting as our Seller's Agent for the sale of our home in Cupertino. During the initial sale activity, we were not under a contract to be represented by any seller's agent. This was because an unsolicited purchase offer was tendered for us to consider. That offer was rife with potential legal problems for both the buyer and us. At that point, I contacted Vinh Tran who quickly and accurately assessed the situation, took firm charge, and worked hard to clean up the mess. With Vinh Tran representing us as the seller's agent, we were soon on the official MLS and had multiple offers presented. Eventually we had to move on to new buyer's offers. He followed through with all of his listing commitments to consummate a good purchase with a solid buyer at a higher net yield to me than the original offer. This is a job well done. We are very satisfied with Vinh's professionalism and thoroughness.

Sincerely,



Gil Pitt