



Commonwealth

January 3, 2000

Mr. Mike Hughey
Re/Max Bay Area
1758 Solano Avenue
Berkeley, California 94707

Dear Mike:

Happy New Year! It's hard to believe the "new millenium" is here and before it gets away from us Mike, I want to take a moment and talk about your incredible success again in 1999. Having you as a client definitely contributes to our continued success in west county and the El Cerrito, Berkeley areas.

In going over production of agents in our area, I was amazed to discover that once again you were the TOP PRODUCER, closing over 150 transactions. It's easy to say these numbers; but the general public could never imagine how much is involved in closing this number of transactions. Just keeping up with the inspections and appraisals is a full time job and yet you always have the welfare of your clients uppermost in your mind. You show this by attending client sign-offs and your annual appreciation party.

Having worked with you over the years Mike, I realize that your current and future success is due to your built-in referral business because your clients truly appreciate the outstanding job you do for them. They always feel comfortable giving you referrals. I also want you to know that our office has never heard a complaint from one of your clients. That's a feat in itself!

Again, Mike, congratulations and best wishes for continued success in 2000. Thanks for allowing us to be part of your team. I would highly recommend you to anyone buying or listing their home in our area.

Sincerely,

Debbie Waters
Branch Manager