

September 10, 2009

Dear Rolan,

Now that my team at Richard Meier on Prospect Park has been working with you for nearly a year I felt I should send you a note of Thanks.

As we both know the present credit crisis has created a huge impediment for our Real Estate industry. The fact that you have been able to close our deals at Richard Meier (even when we were less than 50% sold), as well as a myriad of resale deals for me has been fabulous!

As I recall when we first met I was skeptical about your marketing technique of screening buyers by having them apply directly to your web site. In the past I've always had my buyers speak with a mortgage broker and do a preliminary check verbally. One thing I've learned in our industry after 25 years is don't be afraid to do things in a new fashion especially if it will streamline the process!

I must admit I was a bit surprised at how well the buyers took to this process and in most cases preferred it to the past method. I suppose it's consistent with buyers shopping on web sites for property before reaching out to a broker. Your pre-approval process is seamless and quick, and the buyers like being able to apply at their convenience, usually in the evening.

Of course this process would not work without your efficient and timely follow up. Your team has been great to work with and the way you follow the file to closing is much appreciated!

Thanks Again!



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