

January 11, 2010

Letter of Recommendation for Sam Inman

To whom it may concern:

We are pleased to communicate to others the professional and results-oriented service we received from Sam Inman during the analysis, marketing, and sale of our home.

We selected Sam as one of three realtor candidates who we interviewed prior to making a realtor selection. Sam's competition was two other very prominent and successful realtors in the area. We selected Sam because she was the only realtor who articulated a plan in writing, and other actions she would take in order to sell our home, during what was an awful economic and real estate climate in mid 2009. Sam's plan included marketing, sales, advertising, and communication/follow-up components. She also responded in writing with her plan within 24 hours. The two other realtors were not able to articulate a plan in writing, and basically relied heavily on their name and prior success. Sam also displayed key personality characteristics that really impressed us. She had drive, excitement, passion, energy, and confidence that she could sell our home, even in an extremely tough market.

Sam followed through on every aspect of her plan. We found her to be very responsive to questions, and ideas and suggestions. We also felt like Sam was representing our best interest. We received two offers immediately. The first offer fell through as the buyers changed their mind. When we received the second offer shortly thereafter, and we felt the buyers were beginning to take advantage of the market, to the point that we perceived as them 'playing games', Sam respected our decision to back out of the negotiations and explained our feelings to the buyers' agent. The buyers came back within two days and accepted our original counter offer. The result was the sale of our home in a price range that was selling slowly, or simply not selling at all. Our home ended up selling in only one month in one of the slowest real estate market periods!

We are confident in saying that you can depend on the following key things when selecting Sam Inman for your realtor:

1. Excellent follow-up. Sam does what she says she will do. She will also keep you informed along the way.
2. She will develop a plan, then work the plan
3. She will conduct a fair market analysis and make a price recommendation designed to sell your home.
4. She is tenacious at obtaining feedback from realtors after showings and during the offer process, or when you are dependent on others for information.
5. Sam is tireless. She works long hours to follow up on activities that are designed to move the sales process forward.
6. If showings become infrequent, Sam will make suggestions and recommendations to course correct.
7. Sam often manages many listings, however she will make you feel like you are her only client.
8. Sam is energetic, positive, and enthusiastic, which makes working with her fun!

If you are looking to select a realtor, and not sure who to select, or even how to select a realtor, we would encourage you to talk with Sam. If you have any other questions regarding the level of service we received from Sam, please feel free to give us a call.

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