Wednesday, February 10, 1999

Tom & Debbie Conner
8598 Harvest Home Drive
Mentor, OH 44060

Dear Tom & Debbie:

Your property has been on the market for over 60 days and now is a good time to reassess what we are attempting to do. The bare facts of what we know for sure are:

1. You want to sell.

2. There are people that want to buy homes like yours.

3. Every time a buyer bought any property in the past six weeks, they passed yours up.

IS IT BECAUSE NO ONE KNEW IT IS FOR SALE? We don't think so, because of all the promotion we've done, the fact of your availability has been presented to literally several thousand people.

IS IT THAT HOMES IN YOUR SIZE CATEGORY ARE NOT IN DEMAND? I doubt it, since some other homes comparable to yours have sold in the past six weeks.

IS IT PRICE? Maybe. As far as we can tell, every single purchase of a comparably sized property seemed to the buyer to offer more value for the price. Please understand that we are working hard to bring you every last dollar, but if no one buys your home, then there's no way for you to enjoy the benefits of selling. **The Market may be sending us a message.**

Eight weeks into the marketing is an excellent time to take measure of what's working and what's not. Let's get together to discuss your thoughts. We'll be waiting to hear from you.

Your Realtors,

The Crockett Team
The Leaders in Real Estate
Smythe, Cramer Company