Wednesday, February 10, 1999

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

Dear Tom & Debbie:

This is just a note to let you know that The Crockett Team is still fully committed to its proactive marketing plan to get your home SOLD! We are continually reviewing the comments made by agents and buyers as well as monitoring the changes in the market.

The ***Activity Reports*** you are receiving are designed to help us evaluate our position in the marketplace. It's important that we constantly monitor and adjust our strategy, if necessary, in order to capture the right buyer for your home in a very competitive marketplace.

If after reviewing the data you have any questions or comments, please call us to discuss your thoughts. We can answer any questions that you may have.

We're all working hard to get that "SOLD" sign on your property.

Your Realtors,

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