Wednesday, February 10, 1999

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

Dear Tom & Debbie:

This letter is to keep you updated on the past activities on your property.

We are constantly personally promoting your property to Realtors who are working with buyers in your area to encourage more showings. In addition, The Crockett Team ***Buyer Specialists*** are giving their maximum effort to promote your home to the buyers with whom they are working. We never know exactly what marketing activity will create the right buyer for your home, so we are continuing to execute every phase of our proactive marketing plan. Remember, it only takes one buyer.

A review of the ***Activity Reports*** will help you get a feel for where your home is positioned in the current market. If after reviewing the data you have any questions or comments, please call us at (440) 974-7444 to discuss your thoughts.

Remember, you have ***best team in the business*** working hard to get your property sold.

Your Realtors,

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