

Ms. Carol Krause
361 Alfandre Mews
Gaithersburg, MD 20878

Mr. Michael Seay
W.C. & A.N. Miller Realtors
4901 Mass. Ave. NW, Suite 119
Washington, D.C. 20016

August 22, 2014

Dear Mr. Seay,

I wanted to take a moment to write you a note about the terrific experience I had with one of your realtors---Ms. Wicca Davidson. For many months—even before we had a formal agreement, Wicca advised me how to prepare my house for sale. She even came over several times to advise me on cleaning, painting and other decisions that she believed would improve my chances for a quick sale. She offered to let me store things in her attic, and advised me on what furniture items to keep in the house, and which ones to store. Her advice ranged from interior decorating decisions to exterior fixes that would likely be picked up by an inspector. She even discovered some carpenter bees on my property; arranged for a pest inspection AND waited in my home for the exterminator so I did not have to miss a day of work.

As luck would have it, I found a house I loved before my house even went on the market and she immediately leapt into action, rushing to help me get all my paperwork done so my own home could be quickly listed. She also negotiated with the sellers of my new home for a longer escrow to enable a less stressful process trying to sell my house, and educated me about rent back options. As it turns out, her advice on the staging was so good, my house sold in a week for full price! We thought that was it---but then what happened next really showed her skills as an agent.

The buyers of my house engaged in a long and frightful inspection process, making extremely unreasonable demands that included bringing my 1979 house up to 2014 codes. Ms. Davidson worked tirelessly, gathering information from the county and other resources to convince and reassure the buyers that many of their demands were not at all reasonable and not necessary. There were a few times we almost gave up and put the house back on the market, but Wicca persisted, and basically ended up training the buyers' agent in real estate best practices and regulations. In the end, we came to an agreement that generally favored our position, and the sale proceeded. Since we did agree to some fixes, Wicca waited for contractors several times when I could not miss work (texting me throughout the repairs.) I had no idea this was part of her job description---but she views her role differently than most agents---she sees her obligation as my representative, helpmate and supporter from the beginning to the end of both sales, and for all aspects of the process as events unfolded. She found me the right repairmen when needed, negotiated good prices with them, but also respected my desire at times to use contractors I was already comfortable with.

What impressed me most was that Wicca showed that she was on my side throughout the entire process and kept herself connected with me at all times. She waited for contractors when I couldn't, she loaned me items to better stage my home, she educated me on the inspection process, she gave me several excellent options for a lender, and stuck with me even after both homes closed, when the buyers were still haggling with me over a drawer that did not close properly. She even drove to a shop that could repair the drawer, met with the shop owner and discussed the cost, so the buyers could not misrepresent any facts.

Wicca is a rare gem ---she has a strong and impressive work ethic, and moved the sales forward always within a purely legal and honest framework. I truly felt she was educating the other brokers involved. All along the way she reassured me that we had good options, and that she would find solutions to any issues that arose. I wanted to be sure you knew about my extremely positive experience with your excellent agent.

A handwritten signature in cursive script that reads "Carol Krause". The signature is written in black ink and is positioned above the printed name.

Carol Krause

MICHAEL SEAY

Dear Carol,

Thank you so much for Expressing your feelings
about Africa. We love Africa & her soul will
let Wes Foster know of your letter. You are
very special taking the time to write such a
wonderful letter. God Bless you and your
family and appreciate you. Michael