

Mr. Michael Freethy

Dear Mike,

I wanted to add my name to the legions of fans you have so deservedly amassed over the years.

When I first approached you, apprehensively, as a first-time home buyer, you listened attentively to my thoughts, wishes, pipe dreams, and exclusions. When I said to you, almost flippantly, "if I had my choice, I'd be staying where I am now," little did I know that you heard that information and filed it away under high priority. When you told me that there was an available home, very similar to the one I was renting, that I might be interested in seeing, I never expected to be deeply impressed by it or to become excited about the prospect of owning (and moving). When you guided me through the labyrinthine process of negotiations, inspections, and the closing, I felt that I could trust you with my fears and neuroses. And on many occasions, I indeed took you up on your offer to reach you on your cell phone, the number of which is now indelibly etched in my memory.

I have to admit that I was always a little suspicious of real estate brokers in the past. Your astuteness, persistence, availability, approachability, perspicacity, connections, and above all, patience and honesty have completely changed my view (at least in your specific case!).

I have only the highest praise for your expert work, and I would be all too glad to recommend you to any prospective client. I am looking forward to continuing our friendship.

Sincerely,



Calvin Chou, M.D., Ph.D.

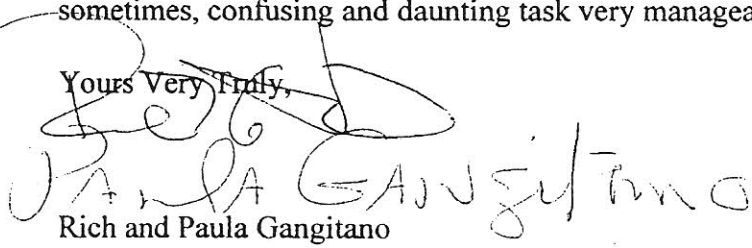
To Whom It May Concern:

It is with great pleasure that we write this letter on behalf of our real estate agent and friend, Michael Freethy.

In January of this year we began the task of searching for property in San Francisco. Although, we had come frequently to the city for business and to visit our children, we were apprehensive that finding a permanent residence here was going to prove quite a challenge. Initially, we tried to tackle the housing market on our own. We would drive here every weekend with the newspaper in hand. We attended open houses and visited with different agents. After spotting a property that looked interesting we called Mike, whose name was posted on the for sale sign as the listing agent. We left a message expressing interest in the house. He called back in a timely manner and in the nicest way inquired about our housing needs and preferred neighborhoods. He asked if he might send us properties that would be available to view on the internet.

House hunting got remarkably easier after contacting Mike. He is a careful listener and immediately understood the type of house we were seeking, as was reflected in the selections he sent to us. If we had questions he was readily available to answer or discuss them. He was so very generous with his time and information about the city. He gave us wonderful tours of the neighborhoods in which we showed interest. Being a native San Franciscan, he conveyed great stories about growing up here that provided us with a bit of history and context. We enjoyed his company from the outset of our experience. He is polite, patient, funny and altogether, a very caring person. We feel fortunate that we made his acquaintance. He helped us to define our housing needs and to make a sometimes, confusing and daunting task very manageable. Thanks, Mike!

Yours Very Truly,

  
Rich and Paula Gangitano

MR. MICHAEL FREETHY

Dear Mike,

The Xavier Family, Alex, Maureen, Stephen, Ann-Marie and my brother, Phillip, wish to thank you sincerely for all the hard work you did to help us sell our home and especially for finding us our new home which we fell in love with when we first saw it. It took a lot of work, on your part, to find this home but you did and it was worth the wait and the looking.

You are a fabulous realtor and we thank God that we got your name from a family friend. I really don't think too many realtors would have done what you did to assist us in selling and finding a new home. You never rushed us and always gave us the opportunity to meet with you at our convenience; you were always available when we needed you and we could call on you at any time if we had a problem or question; what an open door policy you had. You were always at our disposal.

Mike, you did a great job as a realtor and as a friend, and we will recommend you to our friends if they need to buy or sell a home. You were always up front and honest with us and we truly appreciate that special trait you possess.

Thank you once again from the bottom of our hearts and thank you for all the hard work you did for us.

Keep up the good work, and you are definitely an asset to Prudential California Realty.

Sincerely,

A handwritten signature in cursive script that reads "Alex, Maureen, Xavier". The signature is written in dark ink and is positioned above the printed name of the signers.

Alex, Maureen and Family

Dear Michael,

This is a belated note to thank you again for a wonderful job you did helping us find a house. After our frustrations with our first agent, who didn't seem to be listening to the kinds of houses and locations we needed, we were not very hopeful at ever finding something.

Then we remembered how helpful you'd been when we came to see a house you were showing, offering us all sorts of good advice even when we were working with someone else. When our contract with him had expired we found your card and gave a call—and what a difference.

It was clear from the outset that you knew the area, knew the market and most importantly, knew what we wanted. With each house we saw, you honed in on what we were looking for. When you called to say there was something we should look at, we didn't hesitate to jump in the car.

But I think mostly we were grateful for your experience and good sense when it came to bidding on houses. When we were panicking and thinking about bidding more than we could afford you kept saying "Don't pay more than it's worth to you. You made a good offer, now stand firm."

You also were a godsend when it came to the negotiations, not giving an inch to the sellers when it turned out there was more work to be done on the house than had originally been apparent.

And of course since we've moved in your network of painters, plumbers, floor refinishers and contractors has been invaluable. And we always know that we're getting a good job because of their connection to you—a nice bit of security.

We've already recommended you wholeheartedly to several of our friends, and will continue to do so. Please feel free to share this letter with others who might be considering hiring you.

With grateful thanks,

A handwritten signature in cursive script, appearing to read "Beth + Lisa".

Beth Weise  
Lisa Murphy

Roger S. Salvador  
155 Gardenside Drive # 32  
San Francisco, CA 94131-1389

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RE: Mr. Michael Freethy

To Whom It May Concern:

It is with distinct pleasure that I most highly recommend the real estate services of Mr. Michael Freethy. He is an astute and exceptional agent who embodies the values of honesty, integrity and professionalism for both the consumer and the agency. Mr. Freethy was crucial to the success of my first home purchase, completed in April of 1996.

I first met Mr. Freethy several years ago at an open house where he represented the seller. I was looking for my first home and resided nearby. From the start I sensed that Mr. Freethy might be a notch above other agents I had dealt with previously. Mr. Freethy's knowledge of the property and the area was impressive; he was straightforward, confident, and enthusiastic yet did not pressure me. On a hunch I let Mr. Freethy know that I might be open to viewing a property or two that he felt met my precise specifications.

Over the years Mr. Freethy has far surpassed my expectations of a good real estate agent. Mr. Freethy has been ever-vigilant for properties that might suit me well. The properties Mr. Freethy has shown me have all met my criteria for a possible house-match. At times I have needed to put my home search on hold and Mr. Freethy has been very understanding and patient during these sometimes long periods. Mr. Freethy assured me that he was my agent for the long haul if I so deemed it. He would wait a sufficient period before reinitiating contact - pleasantly and cordially, ready to help me if and/or when I desired to resume the search.

When the property I now reside in came on the market I contacted Mr. Freethy in the hopes that he could arrange a showing for me. From this moment on Mr. Freethy quickly and masterfully orchestrated all subsequent activities. Mr. Freethy laid all groundwork well and ensured that all transactions were completed in an exceptionally efficient and timely manner. Mr. Freethy secured an excellent mortgage broker for me and expedited my offer and the seller's acceptance in record time before the seller received additional offers. He coordinated the myriad details and managed an impressively pleasant - even friendly - relationship between all involved parties.

From the first viewing through closing and beyond, Mr. Freethy maintained an open dialogue with me and encouraged my questions. Mr. Freethy kept me aware of what to expect, stayed accessible and in close contact with me, and kept me apprised of all developments impacting our efforts. Mr. Freethy was there with me all the way. This home purchase was my first and the price paid was much more than I could have afforded a few years earlier; despite these factors, I felt I made the right decisions much to Mike Freethy's credit. Furthermore, I have not experienced any pangs of "buyer's remorse" then nor since.

In conclusion, I am extremely pleased with Mr. Freethy's professionalism, dedication, and enthusiasm which resulted in the success of my first home purchase. Mr. Freethy is my first and perhaps only choice should I require an agent in future real estate transactions. Again, I recommend Mr. Freethy's services without reservation or hesitation.

Sincerely,



Roger S. Salvador

Mr. Michael Freethy

Dear Michael,

I wanted to take a moment to thank you for all of your hard work helping me find my place. I was surprised at how easy you made my first home buying experience.

I was told countless times that the process of finding a place in San Francisco is an exercise in futility. You proved those critics wrong. I realize now how difficult it could have been. Having very few criteria and a vague idea of what I needed, you helped me find an exceptional deal within a relatively short time. Thank you.

In the future, I encourage you to give my name and number to any of your prospective clients. I welcome the chance to help them make a more informed decision. Thanks again Michael, and I look forward to the opportunity of doing business with you in the future.

Respectfully,

A handwritten signature in black ink, appearing to read "Christopher C. Walker", with a long horizontal flourish extending to the right.

Christopher C. Walker

Dear Mike:

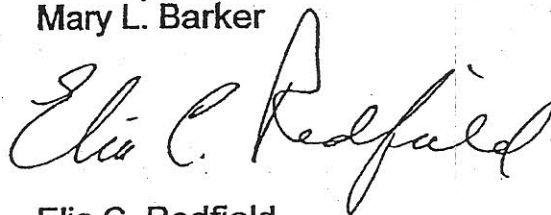
It was a pleasure and a treat to have worked with you to purchase our set of flats. With all your energy, creativity and determination, you listened to us, paid good attention and moved quickly. You were tenacious and stood up for us and stood behind us when we thought we could not do it for ourselves; yet you never pushed us or urged us to move faster than we wanted to go. You helped us to wait and take stock before taking the next step. You are energetic, detail-oriented and think on your feet. Thank you so much for working with us to purchase a home for each of us and a rental unit.

We give you this reference: We have perfect homes in a perfect neighborhood and we will always be grateful to Michael Freethy for his help in getting us here.

Very truly yours,

A handwritten signature in cursive script that reads "Mary L. Barker".

Mary L. Barker

A handwritten signature in cursive script that reads "Elia C. Redfield".

Elia C. Redfield