



To: Whom It May Concern

Date: February 16, 2011

Re: Steven Beam

This is a letter of recommendation for RE/MAX Agent Steven Beam. Steve was our listing agent for the home we sold in early 2010 in Parker, Colorado, in the Pradera Subdivision. We had initially listed our home with another agent from a large real estate company in Parker for almost a year. During that time, we had relatively few showings and no offers. We knew that it was a tough real estate market for sellers, but nevertheless we were disappointed, and decided to give Steve a try. Despite the fact that the real estate market had not recovered, and we did not lower our listing price, we received an offer on our home within two weeks of Steve's listing. This was even more remarkable given the fact that we first listed the home with Steve in January, typically a very slow time in real estate even in the best of markets. We believe this quick sale, despite the soft market and high inventory of competing homes, was due to Steve's expert marketing, sales skills, and hard work.

Steve worked quickly and, within a short time, beautiful pictures of our home were on his web site. Steve also hired a professional video company to produce a video for various Internet sites. The expert way in which the house was presented was very impressive, and I encourage potential clients to take a look at the video. Steve had already been in touch with the married couple who eventually bought our house through one of his social media outlets. The couple saw the video of our house and fell in love with it. Although the couple did visit other houses, they eventually decided on ours, and it would seem that first impressions really matter! Steve was also able to help us obtain a fair price in a difficult market.

While the house was under contract, Steve took care of all the many details, as we had already moved away to another state. We don't even know how many trips he made to our house for the various inspections, etc., but we know that he spent a lot of time there and always kept us informed of everything. It was such a relief to not only sell the house, but to have somebody competent and trustworthy to oversee the process.

Unlike our previous agent, Steve marketed our home using a variety of social media outlets. Quite frankly, we were a bit skeptical initially if this would matter, but it turns out that it did. It seems that not all realtors have kept pace with the times, but Steve definitely has. We have also come to believe in the way that RE/MAX structures their agreements with realtors, which Steve can explain better than we can. The bottom line is that only the best realtors work at RE/MAX, and we think Steve is one of their best. He went above and beyond his job description, printing out and delivering our airline boarding passes, since we had no printer. He even offered to give us a ride to the airport!

Selling a home can be stressful, but Steve's assistance made the process go smoothly. We give him our highest recommendation.

*Shawn O'Brien*  
*Scott O'Brien*  
Scott & Shawn O'Brien

