

September 5, 2006

To whom it may concern:

Two years ago I needed to sell my mother's small Sherman Oaks house. This would be a probate sale and very emotional for me as it was the house I had grown up in. Billy Wynn came highly recommended by my attorney.

Over the past two years, he has guided me in the successful sale of that property and 2 other very diverse family properties. My family and I are grateful for his expertise, his thoroughness, his alertness to the changes in the markets and his continued understanding and kindness.

The first property involved my small 2 bedroom, one bath family house in Sherman Oaks that had not been updated. He seemed to zero right in on the proper listing price and within one week brought in 2 offers above that price. He gave good advice as to looking at the strength of an offer, helped me select the stronger of the two, guided me through the paper work and escrow was completed in 30 days.

I was the trustee for my late uncles 2 properties and Billy advised me on the sale of both of those.

The first property was a vacant lot of 1.1 acres in the hill section of Malibu Park with no reports done on the land. Billy did his home work and educated me right away as to the many restrictions needed to build on such a property in the city of Malibu. When an offer came in, he did a thorough check of the potential buyer/developer before I signed the offer and then guided me through the escrow period while the buyer did his due diligence and even brought in a real estate attorney when necessary. As a result, I ended up with a cash deal, no contingencies and an escrow period of about 90 days which was very good for this type of property.

Finally I had to sell the house that my uncle had lived in but which had been custom built by my grandparents in 1953. The house was not big, was in need of many repairs but the lot was very large. Within 4 days of listing the house, Billy brought in 6 offers at a time when the market had begun to soften and the inventory of houses was much larger than earlier.

He helped me to understand how to counter these offers and to look at such a sale as possibly a land sale rather than a house sale. As a result I was able to accept the strongest offer in my favor which eliminated all contingencies and which closed at slightly above the listing price in 30 days.

All of these sales involved a great deal of emotion on my part as they were long time family properties but always Billy never pressured me, waited until I was ready and each time provided thorough guidance and lots of details, especially for my husband whom Billy immediately recognized as a "detail man."

He has become for us not only a real estate broker but a valued friend and we look forward to working with him again.

Carol Wilcox

