

Christopher M. Hunter

2710 Northwood Drive
Farmington, NM 87401

January 3, 2000

Mr. David Andrews
Owner/Broker
REMAX Real Estate Services
410650 West 41st Avenue
Vancouver, BC V5Z 2M9

Dear David:

I want you to know how valuable an agent you have in Mercedes Wong. She rendered extraordinary service to my family and I would heartily recommend this professional to anyone looking to align with a consummate real estate professional.

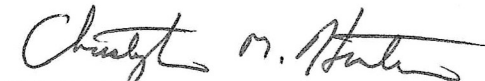
My wife Katie and I first met Mercedes by telephone in 1997 while living in St. Louis, Missouri. We were in the process of moving from St. Louis to Vancouver and we had limited knowledge of the city and no connection with a Vancouver-based real estate agent. Bill Schulz, partner in the Vancouver executive search firm of Holloway Schulz, referred Mercedes to me. (Bill had recruited me for an executive position at a large, Vancouver-headquartered company.) From our very first encounter, Katie and I knew Mercedes possessed an unusual and effective blend of service ethic, market knowledge, financial savvy and empathy for a family undergoing the stresses of moving.

We had a lot to learn in a short period. Mercedes helped Katie and I become educated buyers. We were not only moving to a new city, but we were moving to a new country. In the first week of our association, Mercedes asked astute diagnostic questions, which in turn allowed her to assemble and send a variety of information on our new home town. This information along with her comprehensive market knowledge prepared us to be smart buyers. Mercedes also demonstrated an uncommon level of empathy with Katie by staying in touch with her on a weekly basis for the three months she and the family (minus me) was preparing to move. (Because of difficulty in selling our home in St. Louis, I had to move to Vancouver ahead of the family and stay in a hotel.)

Unfortunately, with the bankruptcy of my employer, we had to leave Vancouver in 1999. Mercedes again played an essential role in making the process as smooth as silk. She listed our house for sale on a Saturday this past Fall and sold it in six hours after the first showing on Monday. Better yet, the house sold at the asking price with no contingencies! I believe the sale came about as result of Mercedes' pricing advice (not too low and not too high) and her extensive contacts with fellow agents. I can also tell you that in the heat of the negotiation battle I would always want a veteran agent like Mercedes in my camp. Unassuming in demeanor but sharp as a tack, Mercedes was able to read our buyers' mindset and work the transaction through to a successful close. By listening to her sound and experienced voice of reason we sold our house in what has to be near record time in what was at the time a very slow market. All aspects of closing were performed in a timely and cost-effective manner including personally seeing our check through to the bank.

In all of my moves around North America, I have never before written a letter commending an agent. Then again, I have never before experienced the level of service rendered to my family by Mercedes. I wanted you to know.

Sincerely yours,



Chris Hunter