

Cheryl Champion-White  
52 Moore Avenue  
Marietta, Georgia 30060

To whom it may concern:

My husband and I have had the pleasure of working with Blake Surber in several real estate transactions throughout the years, and we are looking forward to working with Blake again in the not too distant future.

I first “met” Blake when I called about a home he had listed in the historic Marietta area. Although Blake was out of town when I first contacted him, he was quick to return my call and schedule a time to follow up immediately upon his return. And, although I was clear from the beginning that we were not necessarily looking to work with a Buyer’s Agent, Blake’s knowledge of the area, his expertise in construction, and his genuine desire to find the best “fit” for my husband and I, quickly changed my mind.

Blake showed us a number of homes before we made an offer, always taking care to ensure that any potential showing would check off as many of our “must have” boxes as possible. Against his advice, we chose a home which we “thought” would meet all of our many criteria. When the contract didn’t work out, we chose to make an offer on a home which Blake had suggested initially, and which he believed had the most potential in terms of long term investment since Blake knew that we were looking for an older home which we could renovate somewhat and hopefully sell later at a profit. Fortunately, the second contract worked out. We purchased the home. We later renovated the home and we have done well with the investment. From this initial transaction, we learned then that we needed to not only trust Blake’s instincts, but also his desire to make absolutely sure that we would be satisfied with our purchase.

When it came time to sell another property, we looked to Blake even though the home was not located in what we understood to be his primary geographic area. Rather than individually listing the home in an effort to maximize his commission, Blake partnered with another Agent who was more familiar with the area. He was willing to do whatever he needed to do to ensure that we received the best contract possible, at the best sales price possible.

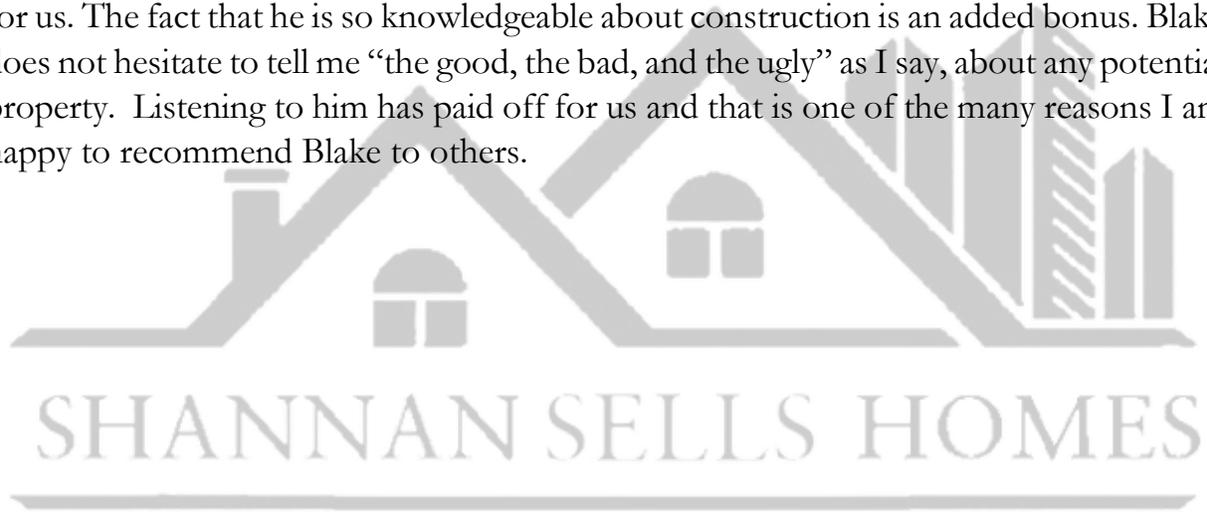
Blake has stayed in touch with us throughout the years, calling every so often to “check in” and let us know about any potential investment opportunities. Each time we have

looked at a potential property, Blake has brought the same friendly, no pressure, realistic “could we make this work for you?” approach which he did when we first met him.

I have also had the opportunity to refer clients to Blake. I am always happy to do so because I know that Blake will bring the same level of commitment to helping them achieve their goals, as he always has for my husband and I.

As an Attorney, I tend to stand firm in most negotiations. Like most people, I have points on which I am willing to negotiate and others which I am not. Not surprisingly, these “traits” can make it difficult when one is negotiating large ticket purchases such as real estate. This hasn’t been an issue for Blake and I.

Blake has always been respectful of my position while at the same time encouraging me to “think outside of the box” when considering whether a potential property might work for me. Blake has never tried to “sell” us on something he knows would not work for us. The fact that he is so knowledgeable about construction is an added bonus. Blake does not hesitate to tell me “the good, the bad, and the ugly” as I say, about any potential property. Listening to him has paid off for us and that is one of the many reasons I am happy to recommend Blake to others.



Sincerely,

Cheryl Champion-White