

**CARRIAGE HOUSE INN, INC.**  
**Patty & Dennis O'Neill, Former Innkeepers**

November, 2003

**To Whom It May Concern:**

Because of Tom Edmondson's outstanding reputation and track record as a bed and breakfast broker, he was our first choice when we decided to sell our Carriage House Inn bed and breakfast in Chatham. Like everyone else, we get a great deal of satisfaction out of making the *right* decision; and we want you to know that we simply couldn't be more satisfied with our decision to list our Inn with Tom.

From listing presentation to closing, Tom proved himself to be the consummate "professional". His counsel and recommendations regarding value and pricing were very accurate. His marketing plan was well thought-out and thorough, not to mention effective. Almost immediately, Tom began scheduling showings for potential buyers, each of whom he "qualified" in advance. There was little or no wasted effort, and this held true throughout the sales process.

We were extremely pleased with the offer we ultimately accepted for the Inn. At that point, Tom, then working in tandem with his wife, Carol, guided us through each stage of the pre-closing requirements and swiftly brought us to a successful closing.

Tom and Carol are a great team. They are real estate and bed and breakfast professionals who will work tirelessly on your behalf. Like us, we know that you will be more than satisfied if you list your property with them. The result will speak for itself!

Sincerely,  
  
