

# LAS PALMAS LANDSCAPE

P.O. Box 4164  
Santa Barbara, CA 93140  
Fax: 805-569-5357  
Office: 805-569-1237  
Cell: 805-895-1966



Larry Brugge  
Custom Landscape Design  
Construction / Maintenance  
State Contractor's License  
#559525

To Whom It May Concern,

September 8, 2013

This letter is in regards to Jim Irving, the Realtor representing me in the sale of my cabin nestled on twenty acres deep inside the beautiful Gallegos Ranch near the Southwestern portion of Lake Nacimiento.

A little over two years ago, it became apparent I would have to sell my beloved cabin that I have enjoyed with friends for over 33 years. A group of us would spend two or three nights there under the stars, BBQ-ing, enjoying the mountain air and, on the following morning, return to the Lake for more water skiing, wake boarding and the like. It became an annual ritual, one all participants looked forward to and enjoyed every summer.

So it was with some trepidation and unease realizing I had to find a Realtor to help me sell the place. I met Jim Irving at the Cabin and we had an initial rambling, friendly and realistic conversation about just how he would go about doing this. This would likely be a long process, he informed me, because the Cabin/Property was in a rugged and remote area where just a small percentage of the population would be eager to seek out.

Ever since that moment, Jim proved to be the consummate professional, showing the property over and over again, always the upbeat, always optimistic and never one to become discouraged. Keep in mind in order to do so, one must travel 1 hour drive from Paso Robles to the Cabin, spend time with the client there and then return to Paso Robles. Jim performed this task over EIGHTY times during the more than two years it took us to sell. In and of itself, this is a remarkable, dedicated and unwavering effort few would endure. I was incredibly impressed. Here was the man that would not give up.

Sure enough, I received the call from Jim informing me he found a buyer that fell in love with the place, was offering full price and ready to pay all cash. Who could ask for more? I was thrilled. After a very short escrow, we clinched the deal and everyone is happy. Larry now has his home in Santa Barbara secure and the Cabin new owners have moved in. Wonderful!

So I conclude here by sharing with you a personal and very successful experience with Jim Irving. He gave far more than he took, worked harder than anyone and in the end has earned enormous respect and admiration from me and, I am sure, all those who are his associates. Thank you so much Jim!

Sincerely,

