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OLIVER MANER & GRAY  
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May 3, 2019

## Via Email

Jan Lynes  
Lynes Realty & Development Co.  
Post Office Box 30805  
Savannah, Georgia 31410

To Whom it May Concern:

It is my pleasure to provide Jan Lynes with a reference on behalf of my wife and me. Jan was our buyer's agent when we were looking for a home in Savannah in the summer of 2018. Though I had lived in Savannah a few years ago, my wife and I were new to the area (my wife, for instance, was from Colorado and had no knowledge of the area). When we engaged Jan to represent us, she immediately and conscientiously began researching and providing lists of homes for us to consider. In doing so, she was respectful of our budget, as well as our criteria we had discussed with her in detail upon engaging her services. Jan was willing to meet us after work hours and on weekends (including Sundays) to show us homes. Though Jan offered her advice and opinions, she often waited for our questions before doing so, letting us be the judge of the homes she showed us, while honestly and candidly providing us with answers to questions or her opinions about certain aspects of the home. All of this she did without concern to her own interests. She was the opposite of "pushy," often cautioning us to be patient or see more properties before making a quick decision. Jan provided us with data on each of the homes we were considering, and would research tax, financing and budgetary information quickly and accurately.

Jan had a thorough grasp of the history of the neighborhoods and homes in the area, and had extensive knowledge regarding the trends, crime data, and reputations of the neighborhoods and streets, including changes in value to the homes, or the makeup of the neighborhoods, over the years. Jan seemed to know, immediately, the type of house we wanted. The first home she wanted us to see – which we loved – was eventually the home we purchased. However, even though Jan had a keen sense that home was perfect for us, she did not hesitate to show us (and actually encouraged us to see) about 20+ homes over the next couple of months before we made our final decision.

Each time she would give us an honest assessment of the pros and cons of each home/neighborhood. She was aggressive and loyal during negotiations, and actually pushed for us to get an even better deal from the seller when we were almost ready to cave in, despite the fact that it ran against her own interests.

Since purchasing our home, we absolutely love it and have had no problems. It has exceeded our expectations. We have Jan to thank for helping us in our search and understanding our budget, priorities and tastes. Her tireless efforts to meet us – without ever running late or rescheduling an appointment (and there were a lot) – we very much appreciated.

Jan, as it happens, has also been my property manager for a house I own in Savannah near Thunderbolt. For almost six years, she has kept the property occupied with paying tenants and kept the home in immaculate shape. She keeps me up to date, but otherwise allows me to put the house out of mind, knowing it is in good hands. So, not only is Jan my property manager, but she will always be our realtor. Jan feels like family, and we are glad to have such a loyal, hardworking and knowledgeable professional in our corner. I hope you will hire Jan. You will not be disappointed.

Sincerely,

A handwritten signature in black ink, appearing to read 'J Massee', with a stylized, cursive script.

Jacob D. Massee