

America's 1<sup>st</sup> Choice  
Richard Hughes Realty Co., Inc.  
138 Stow Avenue  
Cuyahoga Falls, Ohio 44221

Dear Dick:

We will be forever grateful to you for selling our house on Howard Street – especially for the way you did it. You put us at ease that first evening you sat down with us at our home, and continued to give us confidence all along the way. And the beautiful presentation brochure you put together made us proud of the house.

Your extensive marketing resulted in forty showings in six weeks! And then you found the buyer you said would be out there – the person who would walk into the house and say “This is it!” You knew, just like you knew everything else you told us was true. You did everything you said you would do, including getting us the price we wanted!

After going through this rewarding experience with you and your efficient and friendly office staff, we now know that this big, old house could never have been sold by a realtor who did not have thirty plus years in the business nor one who did not possess your people skills, your intelligence, or your professional work ethic.

This last quality really became apparent as the buyer's lender kept postponing the closing date. You stayed “on the case” and pressed them and worked hard for us right up to the completion. You truly personify your motto, “I Love This Business”. We cannot imagine why anyone would ever go to another realtor.

With profound gratefulness,

A handwritten signature in cursive script, appearing to read "Paul & Ann".

Paul and Ann Haas

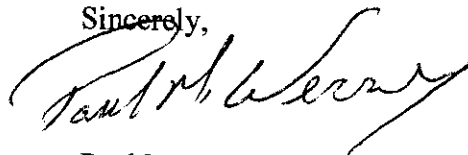
Reference: 1072 Joy Ave.  
Attention: Richard Hughes  
& Staff

I would like to take this opportunity to thank you all for your patience and understanding in the selling of my home. Your personal expertise and knowledge of the "market" at the time of my ordeal was very important.

The personal attention and advice that your agents and staff gave me during this period was very secure and sound advice, though tough to understand. Unfortunately, in my case, this was not the right time to try and sell a home in the \$70,000 range. Fortunately, in my case, there was a "cash-buyer" interested in my property. Though their offer wasn't near my asking price, and their terms were not probable, it was with your staff's experience, that we were able to come to terms and an agreement.

I want to again thank you all for your patience and understanding, while working through this traumatic time with me.

Sincerely,

A handwritten signature in cursive script, appearing to read "Paul M. Werner". The signature is written in dark ink and is positioned above the printed name.

Paul M. Werner

Dear Richard,

Thank you for the great dinner out, and with the sell of our house. You did exactly what faith we put font in you to do and more. We appreciated your expertise and understanding through it all.

With God's hands and your help we were finally turning the new place into our home. (You'd never recognize the house if you saw it now). It needed some TLC and by golly its gotten it. Its finally turning into our dream home.

Everyday I pass by ~~a~~ a 4-sale sign I thank the Lord for sending you to us and I hope you continue to sell-sell-sell because I believe thats your calling to make families happier.

God Bless  
and Take care!

Sincerely,  
The Brown Family

Dear Mr Hughes AND the Staff of  
America's 1<sup>st</sup> Choice:

My Husband AND I want to thank  
you for the wonderful Support AND  
service you GAVE us in selling our  
home. You made something that is  
supposed to be stressful AN Absolute  
breeze! You sold our home in one  
week, then to top it off you sent  
us out to dinner! I don't know  
why people use ANY other realtor, you  
Are truly the best! We will be  
recommending you to ANYONE who needs  
to buy or sell A house.

THANK you AGAIN for everthings!  
MARK & RACHAEL Fryer

# ED AND LINDA LEES

225 Gaylord Drive  
Munroe Falls, OH 44262

Richard Hughes  
138 Stow Avenue  
Cuyahoga Falls, OH 44221

Dear Richard,

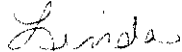
We would like to thank you for all you have done for us. In 2001, we had Ed's home in Mogadore listed with another real estate company for 6 months. We were very unhappy with the service we received and when our contract expired, we decided to list with you. We were elated when you sold the house within 2 weeks! You were honest and we were very impressed. Naturally, when we decided to sell our home in Stow and downsize, we never considered anyone else to list our house and help us find another to fit our needs. We have been in our current home for 5 months and we are so happy!

Thank you for making an extremely stressful situation, more than once, much easier for us. You always made us feel like we were the only ones you were working for, although we know you give the same personal service to everyone. You are never too busy to answer a question or return a phone call. It takes a special person to make others feel so important. You are truly a professional and the world would be a much better place if there were more people like you.

We were very pleased with all you did, but you didn't stop there. After things had settled down, we enjoyed a wonderful dinner at Triple Crown, compliments of you! As if that weren't enough, you treated us after each home transaction! Thank you so much!

Of course, when the time comes for us to retire and move to a warmer climate, you know who we will turn to! In the meantime, we will continue to recommend you to anyone who needs to buy or sell.

Sincerely,



Ed and Linda Lees

Mr. Hughes,

We would like to thank you for everything you did for Gary and I and also Jeremy & Dana to make our house selling and their first home buying a great and positive experience.

We have been amazed on how smooth everything went and everyone at your office was nice and professional.

And also, we want to thank you for the wonderful dinner. We had great food and company. Again, thank you for everything!

MaryAlice & Gary Garatil

Angelo F. & Donna C. Sorvillo

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Telephone 330-676-1869

4948 Silver Circle  
Stow, Ohio 44224

Dick,

I wanted to thank you & your staff for the most pleasurable experience in both the selling of our home and the purchase of our new home. A truly excellent job in professionalism, advertising, keeping us informed, showings etc. Whatever your formula is - it really works! I would & will always highly recommend you to everyone with real estate needs. You are someone they can count on!

Again, thank you for doing such a fantastic job way beyond our expectations!

Donna & Angelo Sorvillo

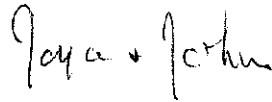
Richard Hughes Realty Co., Inc.  
138 Stow Avenue  
Cuyahoga Falls, Ohio 44221

Dear Richard,

We want to thank you for helping us find our wonderful new home and for working so hard on selling our home of 30 years. It was a pleasure working with you on this.

We are pleased that such a nice young couple purchased our home on Harriett Road and seem to love it as we did for many years.

Sincerely,

A handwritten signature in cursive script that reads "Joyce + John".

Joyce and John McFadden

Dick,

THANKS SO MUCH

FOR ALL THE HELP, ENCOURAGEMENT AND GUIDANCE YOU'VE GIVEN OUR FAMILY THROUGH THE LAST YEAR OR SO. IT WAS A CHALLENGING AND EXCITING YEAR. BECAUSE OF YOU WE ALWAYS TRIED TO BE "DO BEES" AND NOT THOSE TERRIBLE "DON'T BEES." BEST OF LUCK IN ALL YOUR FUTURE ENDEAVORS AND ALWAYS REMEMBER WHAT YOU TAUGHT US — "DON'T SHOOT THE MESSENGER"

WE  
I couldn't have  
done it  
(and enjoyed it as much)  
without you.

SINCERELY,

Vic + BARB ESTELMAN

Dear Richard,

It was our pleasure to have you and Americas First Choice represent us in the sale of our home. We are very much satisfied in the way you handled everything concerning the sale. We left the total responsibility up to you and you made it happen very smooth and fast. We can't thank you enough and will recommend you to all our friends and anyone who needs the services of a realtor.

Very Sincerely,

Vi Sparks  
Dolores Shrey  
James Faticke

# Frank J. Sherman

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3719 Buckworth Court ~ Stow, Ohio 44224 ~ (330) 688-5809

Richard Hughes  
America's First Choice Realty  
134 Stow Avenue  
Cuyahoga Falls, Ohio 44221

Dear Richard:

Char and I would like to thank you for your generous gift of dinner at a restaurant of our choice. We particularly enjoyed the day as it was also a celebration of Char's birthday.

You and America's First Choice Realty have provided outstanding service in selling our home and helping us purchase our condominium and also sell our rental property.

Your gift of the dinner is just another example of how you take that extra step to make our real estate transactions a more pleasant and constructive experience.

Thank you again for your dinner gift. We will continue to recommend you and America's First Choice to anyone we know who needs the services of a Realtor.

Sincerely,



Frank J. Sherman

ABE ZAIDAN

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2324 Sixteenth Street  
Cuyahoga Falls, Ohio 44223

Mr. Richard Hughes  
Richard Hughes Realty Co. Inc.  
138 Stow Avenue  
Cuyahoga Falls, Oh. 44221

Dear Dick:

Nancy and I applaud you for the professional manner in which you handled the sale of our home in Cuyahoga Falls and the purchase of another in Fairlawn. Throughout the process, which is inherently stressful, we felt reassured by your efforts.

If only the entire realty business were conducted in a similar fashion! Please know that we would not hesitate to recommend you to others.

Thanks!

Very truly yours,

  
Abe Zaidan

**From:** Bruce Robb ·

**To:** homes@americas1st.com <homes@americas1st.com>

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Richard:

Maria and I were very apprehensive about the sale of our existing home(which you listed) and the purchase of the home we have always dreamed of. We asked you over to discuss the possibilities and you presented all of the possibilities...not just those that we wanted to hear. We listed with your company and had no doubts or reservations whatsoever! Our home was under contract in an amazing 13 days. Your assistance and support made this experience exciting and pleasant. You did not exaggerate when you told us....."i work for you". Thank you for an excellent job.

Bruce and Maria Robb

(feel free to use this as you wish...its 110% true!)

## America's 1st Choice Realty

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From: Stephen Priddy  
To: homes@americas1st.com  
Subject: Attn: Dick Hughes

Hi Mr. Hughes,

I just wanted to extend my thanks to you and your company for selling our existing home on Elmwood street. We sold it for what we expected and closed it right on time. We have been in our new home for four (4) months now and we extremely grateful to have everyting handled in a professional manner for the sale of the other home.

Thanks again,

Steve and Becky Priddy

America's First Choice  
Richard Hughes Realty  
2034 Schiller Ave. Suite D

Dear Richard Hughes,

We personally want to thank you for doing a professional job in selling our home. After contacting other real estate agencies, we found no other company offered the benefits, and lower sales commission than your company. You provided us with a lot of advertising, showing our home on T.V., weekly open houses, and keeping us informed of the status of our home. We appreciate all the hard work and professionalism in the real estate transactions you have done for us. We certainly know that we made the right choice when we chose America's First Choice. It was a pleasure having to do business with you and your company.

Sincerely,



Sue Brokaw  
Cuyahoga Falls, Ohio

AMERICA'S 7<sup>TH</sup> CHOICE

RICHARD HUGHES REACTY

DEAR RICHARD:

YOU REALLY DO YOUR "HOME" WORK:

YOU KNOW THE MARKET

& YOU GET THE JOB DONE.

THANK YOU FOR SELLING OUR HOME.

BETH LOCKHART KISH

# THANK YOU!

Dick:

Just a quick note to thank you for the wonderful dinner at Mountain Jacks. We enjoyed ourselves thoroughly and ate way too much! We really appreciate your generosity.

Thanks also for all of your hard work and help during the sale of our old house and purchase of the new one. We are mostly settled in at the new place, and are really enjoying it!!

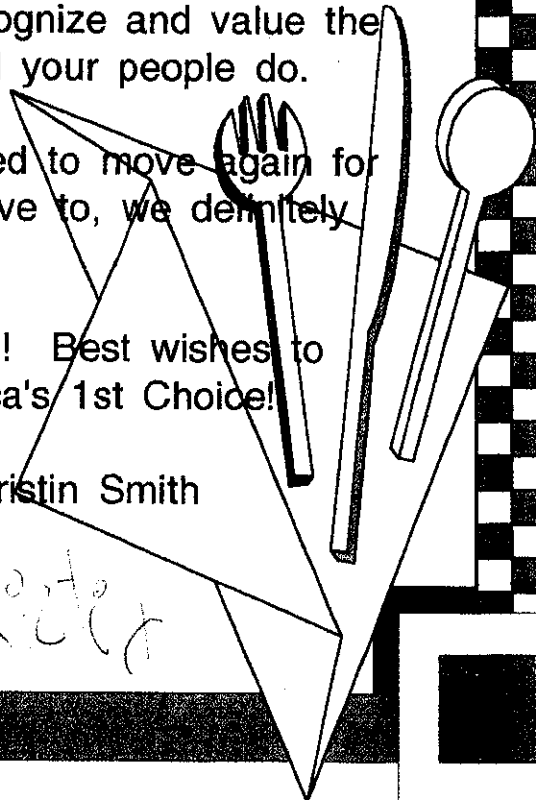
We have enjoyed working with you over the past years, and always recognize and value the excellent work that you and your people do.

We hope that we won't need to move again for a LONG time, but if we have to, we definitely know who to call!!!

Thanks again for everything! Best wishes to you and the staff at America's 1st Choice!

Sincerely -- Jeff, Betty & Kristin Smith

*Jeff, Betty & Kristin*



**ERIC R. VOTH**

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Richard G. Hughes  
Richard Hughes Realty Co. Inc.  
138 Stow Avenue  
Cuyahoga Falls OH 44221

Dear Dick:

You delivered... quickly, quietly, and for the best possible price!

THANK YOU for representing me in the recent sale of my home in Cuyahoga Falls. I know you went "beyond the call of duty" to facilitate the final transaction, and I sincerely appreciate your efforts in that regard.

I initially approached the sale with a bit of apprehension because I had relocated to Texas at the time you were engaged. However, your proficiency, your know-how and your professionalism helped relax my anxiety about doing business on a long-distance basis.

Further, I was pleased with the price you obtained from the Buyer. The final settlement was within \$109 of my expectation, and your initial estimate! You really know your business!

Again, thank you!

Sincerely,



Eric R. Voth

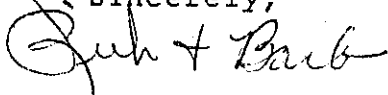
America's 1ST Choice  
Richard Hughes Realty Co., Inc.  
2034 Schiller Ave., Suite D  
Cuyahoga Falls, Ohio 44223

Dear Dick,

We were very impressed with the high level of professionalism displayed by your realty company during the sale of our house and the purchase of our new house. Your unique talent of anticipating our needs, completing details and following up on closing items enhanced our experience with America's 1ST Choice.

We would recommend and encourage future home sellers and buyers to enlist the services of America's 1ST Choice.

Sincerely,

A handwritten signature in cursive script, appearing to read "Rich + Barb".

RICH AND BARB SHARNSKY

**To: Whom It May Concern,**

**Re: Real Estate Transactions**

Dear Whoever You Are,

Real estate transactions are normally a complicated series of events, even in the best of circumstances. As a corporate expediter, though, I'm familiar with complications as being a normal part of my daily responsibilities. So when I decided to move from Stow to Hudson, I looked forward to the entire process with some amount of interest. I interviewed four different realtors, let them tour the house I would be placing for sale (which was intensely unique), watched their reactions and comments, and questioned each at length about their methods and strategies. They all seemed to be competent, willing to work, and in almost any normal circumstances would've done a fine job. I later met with Dick Hughes of First Choice Realty and decided that he would do as well as any other, and perhaps a bit better, as he seemed to have a higher degree of energy and enthusiasm than anyone else I'd interviewed. I signed up, confident that all would go well.


As I said, almost any realtor is trained to handle the complicated process of buying and selling homes, and most can handle that process with ease. But in the end, I think, it's the complicated transactions, the ones with multiple twists and turns, that really show whether or not a realtor is worth his salt. And for some reason, the process I began by placing my home on the market and deciding that I wanted one particular home in Hudson quickly became an incredibly complex, multi-faceted game of push and shove by a huge cast of players across the country. The home I wanted was scheduled to be sold at Sheriff's sale, and the bank that held the mortgage changed rules, broke promises, and shielded it's players by throwing attorneys, managers and faceless executives into the foray.

In the end, it all turned out *exactly* as it was supposed to. I still am amazed by that fact, as I am amazed at the incredible ability that Dick showed in weaving through the process step by step. He was intensely aggressive in marketing my home, creating so much traffic that the other three homes for sale on my street all changed realtors, thinking that there must be something wrong with their own. He kept me periodically informed of his strategies, using every available means to get the word out.

Regarding my purchase, he simultaneously juggled the dozens of loose ends and false paths set before us. He never forced me into any particular decision, yet pursued my goals relentlessly. Together we ferreted out the truth, negotiated reasonable terms, held those faceless executives to their promises, and brought a result to the bottom line, a result which I am living in today.

In closing, if you want to buy or sell, you can probably pick almost any realtor and they'll do just fine for you. But if you want results regardless of the obstacles; if you want a partner to help you realize your dream, call Dick Hughes. And if he's too busy to help you, ask for me. Dick says I should consider a career in real estate, and if I do, I'll be working there, alongside Dick. He's *that* good.

Sincerely,



Carl P. Moore  
V.P. Operations