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To: Whom It May Concern

Re: Recommendation

I'm happy to respond to your request for a recommendation. Here's our story.

My wife inherited her family home on Mahani Loop in Honolulu. The house, which was built in 1948, was in poor condition, with many problems including electrical, plumbing and structural issues (especially termite damage). An inspection produced a book-length list of defects. Honolulu regulations do not allow the sale of sub-standard properties. Clearly we needed major renovations – but how to do this when we live 5,000 miles away?

Our realtor, Audrey Hutton, introduced us to Brian Fuller, a contractor with whom she had worked in the past. We were immediately impressed with his knowledge and competence. Our arrangement was essentially this: we handed the inspector's report to Brian in June 2008 and said – “resolve all these problems so that we can sell the property and have it pass an inspection by someone like yourself.”

This is exactly what happened. Even though Brian discovered additional problems during the course of the renovation – some expected (the inspector did not have access to the roof timbers, which turned out to have termite damage) and others not (Brian discovered termite damage in a main horizontal beam supporting the house – an issue that the inspector failed to detect) – the work was completed expeditiously. Brian essentially worked on his own, with very little consultation or input from us – a necessary arrangement because we were far away. Our original completion target was July 31; in the event, the house was ready to go on the market by September 1, 2008.

This timing meant that we were selling into the worst real estate downturn in living memory. However we quickly received an offer from a potential buyer who works in the building trade and was attracted to the property because he recognized the quality of Brian's work. Although this offer fell through, we did sell the property in January 2009. The final price was only 2 percent below the target price that the realtor had established in July 2008 – months before the economic crisis began. Once the sales contract was signed, the buyers inspected the property and made no complaints.

This favorable outcome reflects the expertise of our realtor and particularly of Brian Fuller, whose work transformed a neglected structure into an attractive property.

This favorable experience makes us happy to recommend Brian Fuller.

Sincerely,

Thomas G. Rawski