



It is my pleasure to have chosen The Bay Area Team and Ann Marie Nugent to represent our global network of exceptional brokerages to represent luxury homes in the various East Bay communities. I seek out firms and individuals who have a reputation for exceptional knowledge and expertise in the marketing of in-city mansions, estates, waterfront retreats, gentlemen's ranches and farms, resort properties, and the finest residences in the world. There are currently nearly 1,900 firms worldwide in this exclusive organization with more than 5,000 offices and 120,000 agents.

This assembly of brokerage firms and individuals collectively sells over \$100 billion in real estate every year, with an average sale price of \$2,200,000. Members of the organization have sold homes for record prices in their respective markets, and handled transactions of incredible complexity and magnitude with necessary discretion. Every year the group meets to discuss the latest trends in their niche market, and brainstorm cutting-edge marketing techniques. We respect the work that The Bay Area Team is doing in the luxury real estate markets so much that we have had Jim Walberg as one of our featured speakers at our Del Mar, Philadelphia, Paris, France, Las Vegas, and Vail conferences the past three years. Their results, with cutting-edge marketing, is what causes us to keep inviting Jim Walberg to be one of our featured conference presenters.

Our website, [LuxuryRealEstate.com](http://LuxuryRealEstate.com) has been listed as "**Best of the Best on the Web**" and a "**Forbes Favorite**" by Forbes magazine for seven consecutive years. It is the #1 portal for luxury property on the Web and currently enjoys 70 million monthly viewers. We created [LuxuryRealEstate.com](http://LuxuryRealEstate.com) in 1995 as the world's only all-inclusive database of global luxury properties.

I am confident that many of the firms within our organization have clients who are qualified and interested in buying any luxury home The Bay Area Team represents. I am also confident that doing business with Jim Walberg and Ann Marie Nugent will be a delightful and rewarding experience. I wish you every success in the sale of your home. I hope that this endorsement by me and Who's Who In Luxury Real Estate of The Bay Area will enable you to benefit from an unparalleled network and a marketing program that exceeds all others.

Sincerely,

John Brian Losh  
CEO/Publisher