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To Whom It May Concern

Re John Percy

We have known Mr. Percy now for nearly 20 years. We first met him when he found a purchaser for our unlisted property. It had been on the market for some time with another realtor, and was withdrawn because it did not sell. Mr. Percy kept it stored in his memory bank; he had the initiative to approach us to sell the property because it had the precise requirements to suit one of his clients.

He then demonstrated great patience in showing us several properties until we saw this property, fell in love with it immediately and managed, through Mr.Percy, to purchase it on favourable terms.

Recently we advised Mr. Percy that we were looking towards downsizing a little, and hopefully he could find us a property within the next two years. In two days he found an ideal property which we eagerly purchased.

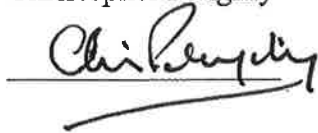
He advised us that if the purchase was to succeed it would have to be without "subject to..." clauses with reference to the sale of our property. He was confident that this current house would sell and he was quite right. We were successful in selling our current house at an acceptable price. In other words we managed to sell our property in slightly less than three days.

Throughout the transactions over the years I have found Mr. Percy to be knowledgeable and with a good sense of judgement. He is honest to a fault and discloses all the necessary information with reference to changes in the regulations imposed on his profession.

He was unfailingly patient with our nervousness throughout the bridging of purchasing and selling. He is the consummate professional— always well-groomed, always polite and knowledgeable with a profound depth of knowledge with regard to the housing market.

We feel privileged to have had this gentleman helping us through these times of change.

Christopher Pengilly



Jennifer Pengilly

