

*Lazy H Ranch*  
*Mancos, Colorado*

July 11, 2011

We recently closed on the sale of a large portion of our ranch in Mancos, Colorado. Tom Morse had the difficult responsibility of acting as a transactional broker in that sale, and he accomplished this task with the utmost professionalism, courtesy, knowledge, and patience while always recognizing the fiduciary responsibility to both parties.

While the ranch was listed with Tom, he spared no expense in marketing the property locally, nationally, and internationally. Initially, Tom and his wife, Linda, spent a great deal of time with us to record every detail of the ranch and its improvements. They then set about the task of preparing a meticulous and well documented summary in beautifully expressed language to capture the essence of what was being offered. The coverage he gave us, as he does with all of his listings, was phenomenal. As an example, we were traveling on a flight across country, and while thumbing through the airline magazine, we saw a beautiful ad for our ranch. This happened countless times in other situations, as well, and we soon realized the extent to which our ranch was being exposed and marketed to a broad cross section of people. He has the innate ability to understand the needs and desires of both buyer and seller, which stems from his superb listening skills. Tom will work tirelessly for his client, and from our own personal experience with him, he did that in the selling of our ranch. Also, Zach Morse was of great assistance in handling many responsibilities during our absence.

Tom is a credit to his profession. He doesn't end his relationship with the closing. Instead, he continues to ensure that a smooth transition occurs and will go beyond what is expected to make that happen.

We are so very proud to have been associated with Tom Morse, and we would recommend him without reservation.

Thank you, Tom!

Sincerely,

  
Rollie and Jean Hoch