

30 June 2005

To: Potential Clients of Del Osman Realty

In the spring of 1999, shortly after we were told we would be stationed on Oahu, we started surfing the internet for information about Oahu and looking for a place to live. We came upon the Del Osman Realty website <http://osman1.com>, which is packed with info. What we soon realized was the philosophy of the website – people helping people – is indicative of the firm. We began a dialog over the thousands of miles, and when we came to Oahu, it was Kay Osman, who greeted us with leis and put our needs squarely at the top of her list. It was like have a family member taking care of us.

We were definitely pleased we chose Del Osman Realty to assist with the purchase of our home. The Hawaii real estate market and neighborhoods were not known to us. With her knowledge, honesty, & caring, she helped us find the location that was most convenient for our family, and a home we loved and enjoyed. The process was seamless and more than pleasant – it was fun.

Jump ahead six years as we prepared to leave, we needed to sell our house. As a seller, to realize the most net proceeds in the shortest time is a high priority. The newspaper had ads from several agents and companies emphasizing discounts and/or different levels of service to select from. We also were thinking seriously of selling the house ourselves.

When we met Kay to discuss the sale of our home, she was prepared like we expected her to be. Comparable houses, market indicators, three different sales scenarios, etc, etc, etc. She provided us with valuable information about the activity in our area, the overall real estate market outlook, what needed to be done and what to expect & when, and the net proceeds under various assumptions. We also experienced first hand her exceptional negotiating skills – which were both charming and formidable!

After listing the property with Del Osman Realty, we knew why this was the right choice. The Osman team, under Kay's direction worked very hard in representing our interests. They worked in teams of professional real estate agents to assure maximum service and proper representation, and helped us avoid unnecessary expense and maximized our net proceeds. Kay Osman, her agents and staff attended to every detail in an extremely professional and discreet way. Del Osman Realty is simply the best! Their agents are a reflection of Kay – friendly, pleasant, knowledgeable and caring. It is very apparent they believe the client's best interest comes first.

If you want to be ecstatic with your real estate endeavors, you want Kay Osman as your agent. Please feel free to contact us if you would like to discuss our endorsement of Del Osman Realty.

Sincerely,

*Joe & Tui Scirenci*

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