



Letters

Harry,
 And also, thank
 you, for one of the
 best experiences we've ever
 had! Fast, efficient, classy,
 and painless - what could be
 better?

Thanks a million (or so)
 Geena and [initials]

Your "thank-you" gave such pleasure
 (A lovely thing to do)
 That I must say "Twas nothing!
 And you're most welcome, too!"

Geena Davis



Harry,
 Charles and I are
 thrilled with the weather
 you've - what a special
 gift to us, Harry. It's up
 to us, Harry. We are taking
 to the Horse Farm today
 to show it off I for your
 side but especially your
 professional service.
 Sincerely,
 Linda Statton



DAFINE ARAUJO
 2055 PICKETT ROAD
 CALIFORNIA CALIFORNIA 94915

Dear Harry,
 Thank you so very much for the very beautiful flowers that arrived just in time for Thanksgiving. They were a very thoughtful gift, and we are still enjoying them one week later. It has been a pleasure working with you, and we look forward to a continuing relationship.
 Truly, Daphne



Dear Harry
 Thank you for being so expert at your profession.
 Secondly, thank you also for the kind gift.
 One day soon we expect to celebrate with it.
 Gratefully
 Florence & Mel
 Shaw

January 9, 2001.

Dear Harry,

I hope you will forgive me for taking such a long time to thank you for the beautiful photo albums. I plead guilty of being captured in the Christmas rush. No matter how well I think I've got things under control, I somehow manage to be part of all the frenzies, year after year. So, with much delay and embarrassment, Mansour and I would like to thank you very, very much for the albums. We did get some twangs of regret as we looked at the gorgeous photos. I'm sure it's only natural when we've been part of such a unique property for so long. It seems that the new owners are thrilled with their purchase and are going to make the gardens even bigger and more beautiful. I think that's great.

Thank you for your help and advise in facilitating the sale and move. It could have been a nightmare, but was as smooth as silk. It made saying good-bye a pleasant experience.

Have a wonderful New Year filled with great health and happiness for you and your family. Again, thank you very much for your thoughtful gift.

All the best,

Harry

RKW

Dear Harry

I can't thank you enough for taking such wonderful care of my brother and me in the sale of our mother's house. You were so intuitive and intelligent and great to work with! You must be the best

real estate agent on the West Coast - besides being a delight to be with. Thank you. Good I hope our paths will cross again.

Sincerely,

Pete (Kreft) Foster

4015 Laguna Dr.
Santa Barbara
Sept 15, 1982

Dear Harry

Thank you for the considerable
massages in which you handled my
real estate. I especially appreciated
your ability for interviewing prospective
buyers before showing the property.
Your interest in people and enthusiasm
in real estate person is an excellent asset

and thank you, too, for your
helpful and time-saving favors ex-
tended after the sale.

Best luck and continued success
in your business -- which you obviously
enjoy.
Sincerely,
Beth W...

Mrs. Suzanne A. Weld
175 Olive Mill Lane
Santa Barbara, California 93108

Dear Mr. Holt,
20 March 1988

Thank you for your note.
I'm sorry that things didn't work
out this time around; you were a
thorough professional, and a very nice
person to work with.

As I last told you, I
expect that "D-Day" will be
January 1989. And, of course, I
shall get in touch with you as
that time approaches.

Sincerely,
Suzanne Weld



Dear Harry -

Thank you for the
condominium information -
For this time being I'm going

To stay at Alston - It is
established and sound
and I can't see the thing of
moving and paying so soon
Best regards -
Suzanne
December 25, 1986
Gwitts



JEAN HAYWARD

Dear Harry -
Congratulations to Bethely for
snagging you in this corporation -
May you enjoy your tenure!

The painting is perfectly beautiful - &
hung, with new mats to match the subtle
yellow wall - I appreciate the thought and
effort that must have been extended... many

thanks - also for the wonderful smoothness
with which you piloted me through the
rather trying time!

Bless you & a million thanks

Affect. mthy

Jean

Michealsen Bros. Inc.

Contractors • Investors
1215 De La Vina, Suite G
Santa Barbara, CA 93101
License #256004
(805) 965-0081

John N. Winton
1011 39th Ave. E.
Seattle, WA 98112

September 6, 2001

Harry Kolb
Sotheby's International Realty
1106 Coast Village Road, Suite D
Montecito, CA 93108

Dear Harry:

It has been a pleasure working with you on the sale of my mother's home, and I can't thank you enough for your efforts. From the start my sister Polly and I were impressed. Your professional demeanor, your ability to present a clear, concise picture of the marketing procedure to be used in selling the house, your attention to detail throughout, and your tactful, friendly way of presenting facts and keeping us informed had a calming influence and made us realize we were in the hands of an outstanding real estate professional. On top of all that, you closed the deal rapidly and at a higher figure than we had anticipated!

One final note. In Karen Perkins, you have a crackerjack assistant. She not only handled the complex paperwork with deftness, but was bright and sunny throughout. What a jewel!

The only thing I regret, Harry, is not having a chance to thank you in person. If ever I return to Santa Barbara, I hope you'll permit me to buy you a dinner or in some way express my deep appreciation. Thank you again.

Warmly,

John Winton
John Winton

August 28, 1981

Harry Kolb
c/o Alexander & Vélto
1101 Coast Village Road
Santa Barbara, California 93108

Dear Harry:

Just wanted to drop you a thank you for the plants. THANK YOU! Also, we appreciated your professional handling of our purchase. Look forward to doing business with you again.

Sincerely,

Mike
Michel M. Heckman

John and Charlotte Lincoln

27 Seaview Drive
Santa Barbara, CA 93108
tel. 805-969-7444 • fax 805-969-0553
email: John@JohnLincoln.com

DATE: 7 December, 2000
TO: Harry Kolb
Sotheby's International Realty
1106 Coast Village Road, Suite #D
Montecito, CA 93108
tel. 805-969-9993

fax 805-565-1094

Dear Harry,

Charlotte and I cannot leave for Spain (on Monday) without expressing to you our gratitude and appreciation for the way in which you have conducted the sale of our property.

I only wish we had more houses for you to sell!

Working with you, and with Karen Perkins, could not have been more satisfying, under the recent, difficult market conditions.

Thank you for your professional, capable handling of this important matter. We look forward to our next meeting.

Sincerely Yours,

John H. Lincoln
John H. Lincoln

Jan 6
Dear Harry
Just a note to
thank you for all your
time on Casitas Pinas this
weekend.
You are a real
pleasure to show property
with - both in knowledge
and personality.
Jan