

Hugh L. Ayres, Jr.  
205 Cedar Springs Place  
Madison, Al 34758  
October 30, 2009

Mr. Bill Thagard  
Granger, Thagard & Associates, Inc.  
1806 Oxmoor Road  
Birmingham, Alabama 35209

Re: Estate Auction in Troup County, GA

Dear Bill,

Please use this letter in any manner you see fit, as I know your auction service helps sellers that are currently in the same shoes as we were last year. Settling an estate, no matter the size of the estate, is a large task. Having the leadership of your firm to guide us through difficult and time-consuming County subdivision regulations to find the proper configuration of parcels in our tract "opened up the property" to more buyers.

From the initial meeting with your company's principals and following the recommendation of another satisfied seller that personally knew of your firm, I was glad to have you as "partner" in my estate settlement. The expertise put into the promotional campaign was welcome. More importantly, you showed great ability in working with county officials and surveyors in the prevailing county where regulations were in a state of flux, and moratoriums on creating parcels for large tract land sales lasted for over a year. All that prep work was very time consuming and so important.

I appreciate the efforts your team took to accomplish my goals. Our money is in the bank and as I look back on the campaign, I am glad to know that our family had an "act of finality" to the sales process. This process greatly helped me to complete my duties as executor of the estate.

At the auction, a local real estate agent said that the property sold for twice what he thought it would bring. I recommend your services to other sellers.

Best of luck to you in 2010,

*signed*  
Hugh L. Ayres, Jr.

Executor of Estate of

E.V.M. Ayres