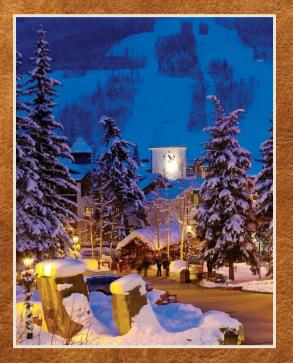


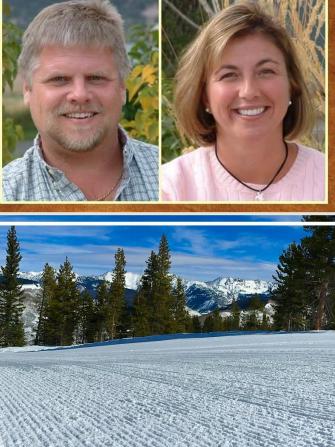
BERKSHIRE HATHAWAY HomeServices





# Craig and Missy Capan "Good to know!"

Craig's mobile: 970-390-6628 Missy's mobile:970-390-2382 Email: sold:@vail.net Web: craigcapan.bhhscoloradoproperties.com



### To anyone considering a real estate purchase in Eagle County:

This letter is to acknowledge the extraordinary service provided by Craig and Missy Capan during our search for a ski in / ski out home in the Vail, Beaver Creek and Arrowhead ski areas.

We have worked with a number of Realtors over the years and found them to be two of the finest. They were genuinely helpful and trustworthy. We always felt they were performing in our best interests and not just out to make the quick sale. Although we're generally not fans of most realtors (and in fact, have never worked with one as competent as Craig and Missy), we found them to provide true value. They worked on hands-on analysis of local comps, built and modified spreadsheets to analyze values, aggressively negotiated with other agents on our behalf, etc.

They even searched unconventional avenues to find homes that were available but not in the local MLS while trying to find us the right place.

They were always in touch and available for us when needed.

If you are searching Eagle County for your mountain home, contact Craig and Missy. Their commitment to customer service and satisfaction is instantly recognizable. If you have any other questions about their abilities, please contact me at slynn@adknowledge.com.

The best endorsement I can give is that they will be our Realtors of choice for all of our future real estate needs in the area. I'm happy to recommend their real estate services to anyone.

Respectfully yours,

Scott W. Lynn Chief Executive Officer Adknowledge, Inc.

#### MICHAEL E. WHEELER

June 8, 2010

Mr. Craig Capan Prudential Colorado Properties P O 5096 Eagle, CO 81631

Dear Craig:

Yesterday marked one month since the closing on our new home in Eagle Ranch, and Jessica and I could not be happier. I wanted to write you this quick letter thanking you for everything you and Missy did to help us find the right home and get us closed.

Looking back over the last year and a half I think we must have looked at close to 50 homes. As I mentioned at the beginning, I didn't know whether it would take a week, a month or a year to find the right home. Well it took a little longer, and your patience, advice and counsel were invaluable throughout. Jessica and I greatly appreciated your willingness to make property tours happen on short notice and admired your incredible knowledge of the homes and surrounding area.

You developed a keen sense of our taste and preferences and had incredible patience, never pushing or guiding us somewhere that wouldn't be right for us. You always and quickly followed up on the many, many questions we had, and in the end we can say without a doubt, you helped us find our dream Colorado home.

Craig, you always had our best interest at heart, and for that I am forever grateful.

Yours very truly,

Mike

Michael E. Wheeler

1900 N.E. 206<sup>th</sup> Street • N. Miami Beach, Florida 33179 Office (305) 695-5721 • Home (305) 933-4300 • Cellular (305) 788-4301 Gary P. Harrington Attorney At Law 8332 Norman Creek Trail Bloomington, MN. 55437

952-835-2687 Fax: 952-842-7598 Email: <u>ljewell@spacestar.net</u>

To Whom It May Concern:

Over the past 6 years we have purchased 3 different properties in the Vail area and are currently seeking a property in the Eagle area of Colorado. Craig always seems to work his schedule around our availability.

We have used Craig Capan for all of our real estate buying and selling. The last couple of years, Missy has teamed up with Craig and they are truly a "diamond duo."

We receive an attention to detail and good old Midwest Customer Service. (I say that because I think Craig and Missy were raised in the Midwest, with a strong work ethic and a strong customer service ethic.) They are prompt with follow through, and have always been available whenever we need to connect with them, and they have gone above and beyond for us in the purchases of our real estate. Several times we have been traveling during the purchase cycle and so have the sellers and Craig pursues all of us tenaciously to get the parties connected.

I have also noticed that he is well connected and so well liked in the valley. Every where we go people are greeting him with smiles and hugs. I highly recommend Craig and Missy Capan as partners in buying and selling real estate in the Vail Valley area.

Sincerely,

Gary P Harrington

Prudential Colorado Properties Eagle Ranch Office PO Box 540 Eagle, Colorado 81631-0540

Dear Craig and Missy:

We wanted to take the time to thank you for your diligence in handling the recent sale of our previous home and the purchase of our current home.

As you know, finding the perfect home was no easy task with our stringent criteria, but because you listened to what we wanted and stuck with us, we happily found it. Then you had the task of selling our existing home in a slumped market. Your sheer tenacity got that done.

We recommend your services to everyone and we look forward to working with you again, as the need arises.

Sincerely,

Ray and Debbie Barnes Eagle, Colorado

## PMJ PROPERTIES, LLC 8 DUKES COURT LINCOLNSHIRE, IL 60069

December 20, 2007

To Whom It May Concern:

It is my pleasure to write this letter of recommendation for Craig Capan. I have had dealings with Craig over the past few years and in every instance, he has been there for me and done what I have asked with efficiency and courtesy. I have called him on several occasions and asked for things that did not involve any financial remuneration on his part, and each time he has responded promptly and always with a positive attitude.

I can recommend him to you without hesitation. If you have any further questions, feel free to contact me at 847-374-1620.

Sincerely,

Patricia M. Jilek, President PMJ Properties, LLC

pmj

## TRIL ENTERPRISES, LLC Post Office Box 1784 Vail, CO 81658

December 23, 2007

To Whom It May Concern:

As both a resident of the Vail Valley and business owner, I am pleased to recommend Craig and Missy Capan as my broker team of choice.

TriL Enterprises has listed property with Craig and Missy several times in the past few years, and each time I have been impressed with their organization, professionalism, contacts and connections both within the Vail Valley and without, dedication, flexibility and willingness to accommodate their clients. Most recently, Craig listed my property on a Friday and had a call the following Monday, showed the property on Tuesday, maintained constant communication with me and with the potential lessee until the deal was sealed, and Missy had the paperwork all drawn up and finalized in an amazingly short period of time. It was beautifully done with the personal touch and professionalism that truly represent excellence.

Although Craig and Missy were not originally focusing on Commercial Real Estate, they were enthusiastic and interested in learning the nuances involved with leasing and purchasing, industrial zoning, and the like. I trust them with all types of transactions. I know they will look after my best interests and the entire process will be organized, timely, thorough, concise, and professionally done.

On a personal note, the Capans are outstanding people. They have been residents of the Vail Valley for years, and are dedicated to their community as both neighbors and professionals. Their involvement as individuals and as a family is truly beneficial to us all.

If you have any questions, please feel free to contact me at any time at the number below.

Sincerely,

Laura L. Lodge

Laura L. Lodge, Owner 970/977-0100 (cell)

#### 12/26/07

#### To Whom It May Concern,

Craig and Missy Capan represented us when we purchased our condominium in Beaver Creek at the Borders Lodge. Our experience during this entire transaction went very well and ended with a successful closing.

Both my wife and I found Craig to be honest and sincere which was very important to us since often times he was our first set of eyes and ears when we embarked on our Real Estate search primarily in Beaver Creek and Arrowhead. Craig listened to us carefully to determine exactly what type of property we were looking for and what would suit us best now and into the future. There was no task left undone. He videotaped properties, he took pictures and sent them via e-mail on a prompt and regular basis. He did the research on several properties that we were considering so that we would have as much information as needed to make a sound decision. His knowledge of the marketplace was exceptional and his repore with the other professionals such as the Seller's Agent, the Mortgage Company, the Home Inspector gave us a great deal of confidence.

While our primary contact was with Craig, we did deal with Missy on a couple of occasions when we needed some research or a quick answer to a question and Craig was not available. We found Missy just as wonderful to deal with.

In short, the best endorsement that I can give is that we would use Craig and Missy to represent us in any Real Estate transaction that we may do in the Vail Valley.

Sincerely,

Joe Menendez.

Barry & Shelli Moellenhoff 5071 Masotta Ave. Las Vegas, NV 89141

January 1, 2008

Craig & Missy Capan:

Just a quick note to let you know how much we appreciated your support on the sale of out home at 866 Sylvan Lake this past summer. You made the entire transaction so easy from beginning to end.

We knew from our very first meeting with you that your approach was the best fit for our needs. Your tremendous connection to Eagle and Eagle Ranch was critical to balancing proper pricing and a fast sale, without leaving any money on the table. Your knowledge and expertise about the area and the market were very helpful to us throughout the process.

As we were working toward a fast sale and relocation, we were pleased from the get-go with your marketing efforts to ensure the listing came out of the gate strong. The marketing plan for our home was customized to our needs and the opportunities of the summer selling season. We appreciated the valuable feedback you provided us from agents and buyers.

The team approach that you offer worked very well for us. Craig was in constant communication with us and executed open houses as frequently as necessary. Missy was very thorough and timely with all of the communication and paperwork required when offers were made. Your experience and knowledge of the current real estate market was critical to the negotiations and ultimate sale of our property. We appreciated your dedicated, thoroughness, and professionalism throughout the experience. It gave us peace of mind as we made our move to Las Vegas to know that we were leaving the sale of our home in your hands. Thank you again for your guidance and support and for helping us to obtain top-dollar for our home in Eagle Ranch.

Cordially,

Barry & Shelli Moellenhoff

The best decision that I made when I decided to sell my home, was to put it in the very capable hands of Craig and Missy Capan. Anyone can list your property, but not everyone can sell your home in a timely manner. Craig and Missy have a keen sense of the market. They are able to give you a realistic listing price that not only attracts buyers, but also gets you the value for your home that you deserve. I highly recommend them to anyone that is interested in selling their home.

Ed Montovani Vail Resident Since 1996

4/17/2014

To whom it may concern:

We have had a several year relationship with Craig and Melissa Capan. We purchased an Eagle, Colorado property from them in 2013. They are a fantastic team and couple who put their clients as real estate buyers first and foremost. They have a thorough knowledge of Eagle and Eagle Ranch: they have a complete understanding of the history, climate and personality of the area, of what is going on and who is doing it.

It has been a pleasure working with them. They are sincere, honest, hardworking and dedicated to you as a client and to the real estate picture of the area. They continue to work for and with you after the sale to be sure things are going well and that you are comfortable with your purchase. We are very happy with the work and service they have given us and we heartily recommend them as your real estate agents.

Sincerely,

Paul and Susan Schultz

To Whom It May Concern:

Buying and/or selling a home is very stressful and challenging, especially in the market that we are currently in. We would like to take this opportunity to offer our personal recommendation of Craig and Missy Capan.

We decided to contact Craig and Missy to potentially list our home due to the number of times we have seen advertising for their open houses in the area. Craig was very professional in the way that he provided his written and verbal presentation to us and we decided to list our home with him and Missy.

From the day we signed our listing agreement, Craig and Missy made themselves available to us for even the trivial questions that we had. They scheduled our first open houses for the following weekend and prior to that weekend, our house went under contract!

To our disbelief, Craig was insistent on holding the open houses because he said that in his experience, one can never know what will happen and it never hurts to keep advertising and possibly even get back up offers. Truthfully, we thought that holding the open houses was a waste of everyone's time. The open houses were successful in that Craig showed our house several times to potential buyers and got the names of 3 people who wanted to be made aware if our contract fell through.

Everything with our contract went along with the color-coded, detailed calendar that Missy provided us. Exactly one week prior to our earnest money going hard, the buyers of our house backed out of their contract. Needless to say, we were devastated. Not only had we lost precious time while we were under contract, but now we had to start over.

Craig and Missy immediately scheduled another open house, re-sent the house information to every realtor in the area, and contacted the people who had showed prior interest. Within a week, we were under contract again and scheduled to close two weeks prior to our first closing date!

It has now been one week since we closed on our house and we are both extremely grateful to Craig and Missy. Not only did they sell our house, they handled every detail throughout the process with professionalism, dedication, and enthusiasm. We highly recommend Craig and Missy to anyone who is planning to list their home. We would also welcome any personal correspondence from anyone wanting more information and details regarding our experience.

Rob and Tina Clarke

Julie & Jason Stencel P O Box 0066 Arvada, Colorado 80001-0066

Prudential Colorado Properties ATTN: Craig & Missy Capan P.O. Box 540 Eagle, CO 81631

March 21, 2011

Dear Craig & Missy:

We wanted to thank you both for all you did in the marketing and sale of our home in Eagle Ranch. Your commitment and hard work in the worst real estate market the valley has ever experienced was a true testament to the type of unparalleled service and high quality experience other sellers and buyers can expect when choosing you as their agent.

Buyers and sellers should know that we speak from experience on both sides of the deal since you had the listing to our home when we purchased it, and eventually when we sold it. When we fell in love with the house and it just needed a few adjustments to perfectly fit our needs as a buyer – you crafted just the right deal to make it work. As a buyer we won by having a home that felt just perfect each and every time we came through the door. The deal was smooth and hassle free.

Jason and I learned a hard lesson when it came time to sell. We thought we could sell it faster and at less cost by doing it ourselves or going with another broker. Instead, we lost time and money as the market declined. When it was time to re-evaluate and relist the property, you gave us the straight, hard truth about the market and did not try and tell us what we wanted to hear. You leveraged your years of experience in the local market, your professionalism and personal work ethic to achieve the best possible result. In an area burdened with short sales and foreclosures you achieved a free market sale by ensuring people continued to come through the door.

We made it through unexpected road blocks as well when a small plumbing leak threatened to sidetrack our sale. Your network of resources and the quality of those contacts yielded quality work at a competitive price and kept the deal on track. You patiently and professionally helped correct a faulty appraisal which, if gone uncorrected, would have also killed the deal.

Throughout the process you never stopped communicating, never stopped working and always left us with a feeling we had trusted our property to the right people. You went

above and beyond what any other broker would have to help rescind a neighbor's foreclosure when the lender acted imprudently and to the detriment of the Eagle Ranch community.

This is not the first home we have sold. We have the benefit of hindsight and know the difference between an agent who cares about the community, their customers and getting the job done effectively – and those who only say they will. It is with extreme gratitude and absolutely no hesitation that we extend this letter of reference and welcome anyone considering your services to contact us for additional information on our complete satisfaction.

For all you have done for us, we offer our sincere thanks.

Wishing you the very best, Julie/& Jason Stence

Craig & Missy are fantastic to work with!

They made themselves available based on our schedule; weekends & late nights. Craig and Missy know the Eagle County market very well and helped us handle the stresses of relocating and purchasing our new home.

They made sure we knew when new homes were available and were willing to show them to us as soon as possible. They even helped us with our rental situation during our transition to Eagle County.

My wife and I love living in the mountains and love our new home. Without Craig and Missy, we would still be renting someone else's home.

Thank you Craig and Missy! Carey and Lee Slater

#### LETTER OF STRONG RECOMMENDATION

To whom it may concern:

I would like to express my gratitude for the professional real estate services offered by Missy and Craig Capan. I had an opportunity to work with Missy and Craig while working as project controller and operations manager for Sierra Construction and Development Corp. Missy and Craig proved to be excellent representatives of our 16 home project – Cottontail Draw – in Eagle Ranch (Eagle, CO). They are both very knowledgeable of general real estate principals and of local market conditions. They are eager, creative and diligent and they approach their work with a "can do" attitude. After being awarded the listing for Cottontail Draw, Missy and Craig proceeded to belp us sell out the project in a much quicker time frame than anticipated. They were also very helpful in assisting us with client relations and they were eager to fill any other role we asked of them.

In addition to my professional relationship with Missy and Craig, I had the pleasure of forming a personal friendship with them. I find them to be people of high character and integrity. I trusted them with the listing of my own house for sale and I did not regret it. Through the hard work of Missy and Craig, we were able to quickly secure a strong contract at a time when the surrounding market conditions were softening.

I highly recommend the services of Missy and Craig Capan for your residential real estate needs. I strongly believe that if given the opportunity, their efforts and results will exceed your expectations.

Sincerely,

Nicholas Peters 5539 Longwood Cir. Highlands Ranch, CO 80130 303-791-1055

#### 12/26/07

#### To Whom It May Concern,

Craig and Missy Capan represented us when we purchased our condominium in Beaver Creek at the Borders Lodge. Our experience during this entire transaction went very well and ended with a successful closing.

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Sincerely,

Joe Menendez.









