

**Ken and Wanda Brent
285 Elizabeth Drive
P.O. Box 823
Homewood, CA 96141
530-525-9309**

September 23, 2005

Yvette Shipman
O'Neal Brokers of Lake Tahoe
P.O. Box 1873
Tahoe City, CA 91945

Dear Yvette,

Over the years we have had numerous real estate transactions throughout California, Colorado, and Hawaii. We have dealt with both commercial and residential agents from both the buyers and sellers perspective. We wanted to share with you our perspective regarding our recently completed sale.

After deciding to terminate a five-year relationship with a previous agent in Tahoe, we decide to interview three agents. Each was selected for various reasons: high sales levels, visible advertising, personality, energy and/or personal chemistry. Each agent made their presentation with all the usual property profiles, graphs, marketing plan and projected sales price. Following the presentations, Wanda and I reviewed the material and discussed the strengths and weakness of the agents and the presentations.

Our preconceived ideas about each agent proved to be incorrect on every level. The agent that we thought would be very knowledgeable and sharp in establishing a sales price was neither. The very "well known" agent was less than impressive and somewhat unprepared. And the agent that we did not know if she could compete on this level was by far the most prepared, the most enthusiastic, the most knowledgeable, and had the best marketing plan. What we thought would be a very difficult decision became our easiest.

Our confidence in you was very high when we signed the listing agreement and it never waived. Through your highly professional actions and planning, our property was effective marketed and sold. Our appreciation of your professionalism was even further elevated during the escrow. Many agents can list a property and accept offers, few have the ability, organization and determination you displayed to close the deal.

You stand far and above the numerous other agents we have dealt with previously. Thank you for your efforts in selling our property and enabling us to achieve our next goal.

Please feel free to share our comments with other potential clients or have them contact us.

Sincerely,

Ken Brent

**David Thuleen
6175 N Hogahn Drive
Paradise Valley, Arizona
85253**

June 15, 2005

To Whom it may concern:

Yvette Shipman represented me as the listing broker's representative on the sale of two homes in North Lake Tahoe in 2003. I was in the process of purchasing a home in Paradise Valley, Arizona and needed to sell the two homes in Tahoe in order to close on the Paradise Valley property.

Yvette was very professional, knew the market very well and most importantly, **listened** to what my needs and sale objectives were then gave me good advice on how to meet those objectives. She provided me with a complete market analysis of historical and current sales and listing activity and helped me establish listing prices on both homes that were both realistic, would result in a top price for the property and a relatively quick sale. Yvette gave me accurate estimates of the time it would take to market and close the sale of the properties and the net sale proceeds I could realistically expect to receive.

Both houses sold within the time frame she originally estimated it would take and she achieved the listing price on one and 99% of the listing price on the other. She managed the sales transaction very professionally and worked through the minor property issues that came up during the due diligence period by taking care of things herself or offered practical and timely suggestions that resulted in prompt closings on both properties.

Yvette was a pleasure to work with. She kept me informed on a regular basis and did what she said she would do when she said she would do it. She was always timely and responsive. I can highly recommend Yvette. I would be happy to answer any questions you have and can be reached at 916-761-3282.

Sincerely,

David Thuleen

Dan Caputo Jr.
2052 Dry Creek Way
San Jose, Ca 95124

February 1, 2008

Yvette Shipman
O'Neal Brokers of Lake Tahoe
PO Box 1873
Tahoe City, Ca 96145

Re: Sale of our home in Tahoe City

Dear Yvette,

My wife and I both thank you for the extraordinarily good work you did for us in selling our home.

We thought that the sale of our home would be relatively simple and straight foreword. Unfortunately, the buyer's behavior (combined with my wife's hospitalization) turned the process into a near nightmare. Your very hard work, professionalism, good guidance and good advice during the course of this very difficult process were above and beyond anything we could have expected.

Thank you again,

Dan Caputo Jr.

June 6, 2005

Dear Yvette,

Thank you for making the purchase of our Tahoe home a pleasure. We appreciate the significant time and effort you provided and the integrity you showed us throughout the process. Your local area knowledge of inventory, lending, appraisal, contractors, and tradesmen provided us with significant confidence and insight when we made our offer and at the time of our close. Your continued support after our close has not only enhanced our enjoyment of our home, but also improved our overall Tahoe experience for ourselves and our guests.

Tahoe is a unique place with various idiosyncrasies that may seem strange to an outsider. Thank you for your help in making us feel like seasoned insiders. It will be my pleasure and privilege to recommend you to anyone looking for honest insight and superior service when purchasing West Shore Tahoe real estate.

Most sincerely,

Kevin & Maribeth Eggleston
Sacramento, CA

September 20, 2002

Gregory A.J. Miller
341 5th Avenue
Venice, CA 90291

To Whom It May Concern:

It is my pleasure to recommend to you Ms. Yvette Shipman of O'Neal Brokers. Yvette has been our Tahoe Realtor since January 2002 and was instrumental in helping my mother and I locate, select, and finalize the details necessary for us to purchase a second home.

Yvette is a quality realtor who is attentive and pro-active and who was continuously considerate and mindful of our preferences and needs as we were exploring housing options. She is trustworthy and patient and was particularly helpful in addressing the many financial and escrow questions we had.

Yvette took very good care of us, particularly since I am located in Southern California and was unable to be present in Tahoe for many of the particulars. I feel we were very well represented and taken care of. Our cabin was secured in a matter of ten days and we are very pleased overall.

I have no doubt that you will have a similar experience with Yvette.

Please feel free to contact me at (310) 452-3781 if you have any additional questions.

Sincerely,

Gregory A.J. Miller

June 8, 2004

To Whom It May Concern:

When I made the decision to sell my house I knew I wanted O'Neal Brokers to represent me and more specifically Mark Moore and Yvette Shipman. Their reputation surpasses other realtors in town because of their experience alone. Their knowledge regarding residential and commercial properties is extensive. They are also accurate concerning current and future market values.

Another important aspect is that they are both equally informed about their listings and when one person is not available, the other knows what is happening. They also have a widespread connection with local lenders, home inspectors, TRPA and other companies relevant to buying or selling a home.

Mark and Yvette were very thorough with my property. I strongly recommend them and would look forward to using them again in the future.

Sincerely,
Cara DeCristoforo

Health at a Higher Level®

Marilynn Kay Jacobs, C.A.S.

Clinical Ayurvedic Specialist

(505) 466-6707

May 27, 2007

Dear Yvette,

Thank you so much for your professionalism and consummate negotiation skills that were so skillfully presented during the sale of our home in Tahoe.

You patiently hung in there with us with no results when we were mired in the spiraling demise of the real estate market in the summer of 2006 when we first listed with you. But, the second time we listed with you in February of 2007 was the charm! You recommended the correct price for our home (important in a difficult market) and our house sold for a reasonable price within 2 1/2 weeks *with an excellent backup offer!* Your due diligence was superb! We had already moved to Santa Fe and the entire process went smoothly in your capable hands.

We wish you continued success in your real estate career!

Thank you again, and God Bless!

Marilynn and Paul Jacobs

Santa Fe, New Mexico



Yvette Shipman <shipmany@gmail.com>

Fwd: Letter of Recommendation

Yvette Shipman <Yvette@yourtaoehome.com>
To: fyi@yourtaoehome.com

Wed, Jun 18, 2008 at 12:25 PM

----- Forwarded message -----

From: <JanShch@aol.com>
Date: Sat, Apr 19, 2008 at 10:32 AM
Subject: Letter of Recommendation
To: Yvette@yourtaoehome.com

To Whom It Mat Concern;

My Sisters' and I have been involved in two sales transactions with Yvette in the past few years. It has been our experience that she is a exceptional realtor. She would promptly return calls, explain issues thoroughly , follow through with what needed to be done. Yevette made our sales experience easy and pleasant.

I highly recommend her and would engage in her services again.

Respectfully,

Janet Schacherl,
For the Norman Sisters'

Need a new ride? Check out the largest site for U.S. used car listings at [AOL Autos](#).

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Yvette Shipman, Realtor

O'Neal Brokers of Lake Tahoe
PO Box 1873 / 660 N Lake Blvd
Tahoe City, CA 96145
and
Lakeshore Realty
954 Lakeshore Dr.
Incline Village, NV 89451

(866)279-9988 Phone / FAX / Pager
Yvette@YourTahoeHome.com
www.YourTahoeHome.com

Diligence & Integrity Assured

Yvette truly works from a place of integrity. I trust that all of her decisions were in my best interest as her client. She is honest and reasonable and timely. One of Yvette's greatest strengths is working well with a variety of people and personalities. I felt that Yvette took great care in selling my home so that I didn't have to.

Dan Riggan, Alpine Meadows

Dear Yvette,

We want to thank you for all the time that you devoted to our Tahoe cabin purchase. You have so much energy, and your dedication to your work is inspirational. We appreciate the attention you gave to locating just the right property, and you did not hesitate to move forward all of those times when a prospective cabin was not quite right for us.

We have been enjoying visits to our cabin in King's Beach for a short time now, and especially while we are here, you often come up in our conversations. There is so much to do and make ready for friends and family to come and join us. The North Lake Tahoe experience is grand, and it is obvious why you expressed such great love for this area.

We will always share that with you.

Thank you again,
Roger & Denise Lenack

Dear Yvette,

We give you top marks!

Our home purchase could have only gone as smoothly as it did with your help. Everything about buying a house is complicated, time consuming, and a bit scary. You took the time at our 'offer' meeting and gave us a realistic outline of what to expect during closing and a concrete time frame (priceless in a 21 day escrow). You also pointed out issues when making an offer that aren't issues if you really want 'that' house. We wanted it! We ended up counter offering because there were multiple bids-but with your clear, simple, and clean approach 'that' house is where we live today. Before we met you, Yvette, we talked to numerous realtors we always felt a hyper energy, a lip serve salesperson. We knew that when buying a house you need someone who tells it like it is. We are so fortunate we met you! We will be back to sell and buy again.

Please don't hesitate to give out our phone number for a reference 530 581-1381.

Good luck and keep us posted.

Happy Lake Tahoe Home Owners,

Alex & Donn Calder

Yvette-

We just wanted to express our thanks to you for helping us in our search for our Tahoe home. We are so thrilled with our purchase, and it wouldn't have been possible without your help. There is just "nothing" that we don't like about our new home.

Our past home purchases didn't involve a lot of research or agreement. Someone found our homes and set-up our deals. This last purchase was an eye-opening experience. Mark and I thought we wanted the same things. As you found out on our first day house hunting, we both were looking for specific things. That first day you found "my cabin" and "his house". Then the next day out you found "his view", but I wasn't fond of the layout. But, we still were considering those last two homes that we saw on our first day. Our third day was the charm. We saw a lot of homes that we both found the "Tahoe Charm" we had been looking for. I appreciated your suggestion to view the homes the next day during sunlight hours. That suggestion was the key to our purchase. Evening viewing showed the ambiance of the area. Daylight showed the real picture. That final day we looked at our top three choices, one after another and the decision was easy.

From our first contact with you, we knew we could rely on you to help us find our new home. You put together a full packet of available homes for us to view within our price range. Your organization and area expertise made it easy for us. We respected your advice and concerns over some of the selections we chose to view. Many things stood out about you during our business transaction; again, you were organized, knowledgeable, professional and extremely courteous - not just with us, but also in your dealings with the other agents along our house hunting journey. Your recommendation to get pre-approval for our loan was a key decision in what turned out to be the easiest transaction we've ever been through.

Again, thank you for all the help you gave us. I'm sure this won't be the only transaction we will make here in Tahoe, and look forward to using your expertise to complete those future transactions. As far as real estate goes and our recommendations go - "Tahoe" and "Yvette Shipman" are a match made in heaven.

Michele L. Young

Yvette Shipman

Date: 06/27/2005 10:34PM
From: BARDELLI@aol.com
To: Yvette@Your.internetcrusade.com,
Tahoe@mx1.internetcrusade.com,Home.com@mx1.internetcrusade.com
Subject: Bardelli Home

Dear Yvette,

Just a note to let you know how pleased we were in the way you handled the sale of our home.

The manner in which you marketed the property and your attention to details made for a quick sale and pleasant experience. Thank you again.

Henry and Corinne Bardelli

September 23, 2002

To Whom It May Concern:

It is without hesitation that we provide this letter of recommendation for Yvette Shipman. She was a wonderful real estate agent to work with in every way. Because my husband and I are from the San Francisco Bay Area, having someone that we could trust with the sale of our rental property was paramount. We initially selected Yvette because of her knowledge of the Tahoe real estate market and can-do attitude. Right from the start, Yvette proved to us that she was the right choice. She bent over backwards to get the initial paperwork signed late on a Friday evening so that she would be able to show our house the first weekend it was on the market. Prior to the realtors open house, Yvette personally "spruced up" the house with little details such as fresh flowers and table cloths to make sure that it would show at it's best. I think you would have to look a long and hard to find someone as dedicated and passionate about what they do.

Throughout the selling process, Yvette used her excellent communication skills to keep us in the loop. We were in contact on the phone every other day and she consistently provided us with very professional, thorough written progress reports detailing what she had done during the week to move forward with the sale of our house. These reports indicated when she held open houses, how many people attended and candid feedback on what prospective buyers were saying when they walked through the house. Yvette also sent us a copy of the real estate magazine that our house was featured in, further proof that she was doing everything possible to advertise the property.

The house was on the market during the winter months and at that time we had it rented out almost every week to different groups of people. I can't imagine more of a pain for a real estate agent. Somehow Yvette struck an incredible balance between showing the house and accommodating our renters,

it was truly impressive. In fact, one renter ended up subsequently buying a property from Yvette!

After a couple of months, we ended up changing our mind and pulling our house off the market. We expected anyone in Yvette's shoes to be frustrated at this conclusion since she had clearly dedicated a lot of time to our house. In fact, she was incredibly supportive of our decision. She continued to keep in touch with us over the next several weeks and in fact, while the property was officially off the market, she ended up bringing a buyer to us with an offer we couldn't refuse. This is a great example of the type of agent Yvette is, she is a great listener and will find a way to make things happen. We are so grateful for her tenacity!

If we ever buy another property in Tahoe, there is no doubt that Yvette will be our real estate agent. Her professionalism, dedication and hard work make her exceptional at what she does and we would recommend her to anyone.

Sincerely,
Jacquie & Chris Cuvelier

My husband and I were looking for a vacation home in Lake Tahoe a few years ago. We had contacted a realtor and told him what we were looking for in a vacation home. He did not do any research and didn't show us properties within our budget. He tried to push higher priced homes and homes in Dollar Point, a beautiful location, but not the only location. He was not interested in finding properties located in other parts of North Lake Tahoe. We were very frustrated.

The same day we happened on an open house and met Yvette Shipman. She was very energetic and interested in finding out our preferences in a vacation home. We were immediately impressed and our excitement had returned as she said she could work within our price range. Less than 24 hours later she had about 5 properties for us to see. We ended up writing an offer the same day on the last property we saw and own that house today. The acceptance period of our offer was longer than usual due to the seller's circumstances, but Yvette kept us informed through this period despite being overseas in a foreign country. She was very amenable to showing us the property again before closing so we could take pictures and measurements. She was very thorough in answering our questions and explaining all the documents we needed to sign.

If we were ever to sell our property or interested in purchasing another, we would look to Yvette first as she has the knowledge of the Lake Tahoe area and the energy and professionalism to get the job done.

Sincerely,
Collin and Kevin Woodall

Dear Yvette,

Eva and I are more than happy to provide you with a reference.

When we decided to put some of our real estate investment into a Tahoe vacation property three years ago we hoped that we would be able to find a cozy cabin close to the lake for swimming, convenient for both skiing and for summer use, with the atmosphere of an older property, not needing too much work but with possibilities for improvement ... that we could actually afford.

From the start, you were encouraging and certain that we would be able to find suitable properties. I was especially pleased with the way that you assembled a cross-section of the types of property from Old Brockway to Rubicon Bay, both on the market and recently sold, for us to calibrate ourselves. You also established for yourself what was important to us by observing our reactions during the first day of the weekend we spent looking over the properties on the list. At the end of that Saturday we, too, felt that we would find something - although I was personally fearing that we would have to extend ourselves to the limit of our budget.

On the Sunday morning you had a new list of properties for us to view, narrowed further to properties that fit our ideas for a cabin and concentrating more in the North Lake. When we left you in the afternoon we still thought that we might come back another weekend and look again but on revisiting several of the properties that we had viewed on our own, we came to a decision and decided to make an offer on 330 Coon Street, Kings Beach. We drove home that evening with an offer written and ready for you to present that Monday. You handled all the details of Home Inspector and the local interface with the Title Company, keeping us always up to date by eMail and FedEx. You attended to all the details for us in a very professional way and brought to our attention small but important items which we might otherwise have missed. After several rounds of counter offers, we successfully closed escrow on the property - at a price below our maximum limit and nicely in my comfort zone! All the paperwork was signed and completed without us having to make another special trip to Tahoe.

I was able to move furniture up, carry out the few necessary repairs and cleaning in one weekend and get everything ready for our first family trip to stay there for Thanksgiving.

We have no reservations in recommending your services to others - we are quite certain they will be as delighted as we were and are.

Please feel free to pass on our telephone number and/or eMail address.

Best regards,
Eddy and Eva Robinson

Yvette Shipman was our agent for the purchase of our Tahoe City townhouse. She was able to help us out even though there was very little inventory in the North Lake Tahoe area at the time. Prior to coming up with some potential properties for us to look at, she gave us the insiders guide to the North Lake and the west side areas. She was able to give us comparisons of areas, complexes and of course she noted places and parcels to avoid. She helped us get the most for our money.

Yvette is an excellent professional who explains the process as we go along. She takes the time to find out what here clients needs and wants are. When we decide to sell our place in Tahoe City I will not hesitate to use her expertise in the unique Tahoe market.

Pat Singleton
Jo Anne Villarreal

September, 2002

Dear Yvette,

Thanks for this opportunity to tell you how much I enjoyed and appreciated your help when we were looking for our second home in Tahoe City. I've wanted to send you flowers, but haven't had time to make that happen. Please consider this letter my bouquet of flowers to you.



We were extremely lucky in June when we walked in the O'Neill office and you had time to see us. Even though it was readily apparent that we were no more than dazzled tourists, you spent the next 2 1/2 hours with us, showing us maps, neighborhoods, condominium complexes, and the condos that were available at that time. I felt more than a little guilty, because in my heart, I just knew this was our normal part of vacation—to look around and dream of returning to a place of our own. We had done it so many times before. Little did I know that the care you took with us would make such an impression that we would seriously consider owning a second home at Lake Tahoe.

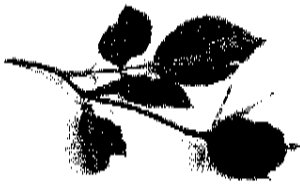
When I called to let you know that I was coming back in search of a condo, you put me on your calendar for the full week I was there. We coordinated our time schedules on my first day so that neither of us would feel rushed or overwhelmed, and I wouldn't spend a lot of time waiting for you. I was impressed by your organization, and by your ability to listen without trying to market something I really didn't want. We sat together and planned—with you spending the time to describe the communities and talk about their advantages as well as some of their problems. You were so prepared that you already had properties picked out for me to visit, but you were willing to narrow that down and eliminate several when they didn't fit my pretty strict criteria.

All the up-front discussion and planning paid off because the first condo you showed me was "the one," and I knew it right away. You didn't push me into a decision, however, and reminded me of your fall-back plan of calling and writing to the owners of condos in the communities I liked the best. When, late in the afternoon, we did decide to make an offer, you worked into the evening with us putting the paperwork together, faxing copies to my husband (who was back in Virginia) for his signature, and patiently answering our many questions. That evening you presented me with a timeline that guided the remainder of the process. This was very helpful for us, trying to accomplish everything while living on the other side of the continent.

The next day, when our offer had been accepted, we were actually in the condo, looking around for another time. Although you had some personal business that afternoon, you still went the extra mile to help me by drawing a detailed floor plan while I measured every room, every corner, every window. I knew you didn't have to do that. After all, you already had us on the road to ownership and certainly didn't need to spend extra time impressing us. You drew while I measured simply because you knew it would be helpful for me when planning a home from a distance. It was kindness (and excellent customer service), and I began to feel as if you were more a sister than an acquaintance.

Your helpfulness didn't end there. Throughout our many phone calls, faxes, and e-mails from Virginia in which we expressed more questions and concerns—how were we to know that buying a home in California would be so different than buying a home in Virginia—you were there for us, ever patiently explaining so we both could understand. You appreciated my husband's analytical and careful mind, and tolerated my lack of experience in this whole process, teaching me as we went along.

Thirty-two days after we made the initial offer, the condo I loved the minute I walked into it was ours. When I arrived in Tahoe City to collect the keys, you immediately planned a celebration with me. It was such an enjoyable evening! But even then, you listened to my lingering concerns, and said you would take some corrective actions.



Your knowledgeable, personalized, and organized service has been very much appreciated. My husband and I whole-heartedly and without reservation recommend you as a realtor to anyone considering the purchase of a home at Lake Tahoe.

All the best,

Maureen Wilson-Jarrard
mjarrard47@yahoo.com