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Dear Homeowner,

You may be wondering why you are receiving the 2009 Rental Authorization much earlier this year! Well, we would like to get an early commitment from those tenants who are interested in returning to your property for 2009. If we are able to get a commitment then we can concentrate on your open weeks and work towards getting them rented.

Also, we would like to get an early start on updating our photos; this would include interior, exterior and views, if any. We are beginning to replace old rental signs with newer rental signs...if you feel your property is in need of a newer sign, please call and let me know. We are starting to create slide shows for some of our rental properties. The slide shows are developed in house; they include background music, typed descriptions and a link to a satellite view of the property and its surroundings.

Creating the slide show is time intensive. We will decide which properties qualify for a slide show. The first properties for consideration will be properties which we rent exclusively or owners who purchased their home through this office. To increase your chances of having your slide show appear on our website, perhaps you can stage your home, take your photos and add some commentary. After all, no one knows the special things about the home better than you, the owner. E-mail your photos and comments to RobinS@MaryAllen.com.

Here's something you may find interesting...we have been doing an analysis of 2007 rental numbers vs. 2008. In doing so, we discovered that 55% of our leases were written in the months of June, July and August. This means families are making their arrangements much later than they have in the past. So far, 2008 appears to be no different. If you decide to use an open

week at your property or rent it yourself, please call the office so we can note our records accordingly. We did have many occurrences where our agents rented properties that showed available, only to discover when they called that the property had been rented by the owner or that the owner was using it themselves. This becomes a very undesirable position for the agents to be in with the perspective tenant.

For those of you, who use e-mail; please make sure to include your e-mail address. We have discovered that it is another valuable way of communicating. As the year goes on, we will be preparing market & sales statistics for LBI and the mainland. We would like to e-mail this information to you, plus any other information that may be of interest.

We here at CENTURY 21 Mary Allen Realty, Inc. hope you had a good summer. Let's work together towards an even better and more profitable 2009.

Very truly yours,

All of us here at CENTURY 21 Mary Allen Realty, Inc.