

## **It Is So Nice to Get A Pat on the Back!**

We often hear "Leo is the *BOMB*". Then, ever so often we receive a letter with more details.

Below are a few quotes from letters we have received.

### **It's All About the Details!**

"Just a note to let you know how much I appreciated your alerting me to the unpaid taxes on my property. I am grateful for the attention you gave to a matter that could have become a serious problem."

*"Dr. Hoeck, Salisbury, MD"*

### **Knowledge of Prince George's County**

"I just wanted to take a moment to tell you how much I appreciated the time you spent with me yesterday. After meeting you and seeing your operation, I realize how valuable your time is, and I truly do thank you.

We were told you were the best when it came to knowing Prince George's County, and they were correct. I am fortunate that it was suggested that I meet with you."

*"R. Luper, McLean, VA"*

### **Repeat Business**

"You may recall that a few years ago we purchased through your company an industrial property that we are using for operating our concrete contracting business.

We liked the way your company handled the transaction including the knowledge shown regarding zoning, etc.

Please keep me informed should you come across a similar type situation as we are interested in looking at other properties."

### **Knowledge, Skill & Tax Reduction!**

"Thanks for your special efforts before, during, and after the sale of our property! As a retired Realtor with over twenty years in Residential Real Estate, I knew where to go when it came time to sell our non-residential property.

Years ago we were offered a contract for some unimproved land which seemed satisfactory to us at the time. While the purchaser was paying for the land contract he filed Chapter 11 proceedings which tied our property us for over three years. When we regained control of the property we immediately listed it with Land & Commercial who obtained an almost immediate contract.

The details associated with Zone changes, Water & Sewer, and re-surveying were all handled timely and with skill, including the delay process required by the fact that many things had to be done in sequence including Park & Planning Board hearings and a series of approvals.

Settlement was a pleasant experience permitting us to walk away with full payment this time without the follow-on concerns of bankruptcy, non-payment of notes, etc.

You advised us that our residual property should be assessed and billed as one Parcel instead of two Parcels. When our two tax bills arrived several months ago, you went to work on getting the correction made. The day before we wrote the check for the two bills, a corrected bill came, which appropriately identified our property as one Parcel. The added beauty of this second corrected bill is that we wrote our real estate tax check for \$569.95 less than it would have been for the two separate bills. We recognize this as not only a one-time benefit, but for years ahead."

*"K. Deal, Friendly, MD"*

**We truly appreciate hearing from our customers! Please keep the letters coming! Thank You!**