

THE AGENT ADVANTAGE

A NOTE FROM THE BROKERS

Dear Agents:

We hope you and your family have a wonderful Holiday Season and that your real estate career is prosperous in 2007.

As we close 2006 and begin 2007 we realize that this is a different market than what we have experienced over these last few years. We can no longer be certain that the negotiated contract equals a closing. Buyers are more willing to walk away even if it means they will forgive or challenge losing their earnest money. We scrutinize the contract like we have never had to do and we are faced continually with new issues.

For your protection, it is very important that you do your due diligence on all contracts and handle all earnest money within real estate guidelines. Below are areas of a purchase and sale agreement, which we feel need particular attention.

1. Purchase price – Please be aware that frequently we are

seeing where the appraisal is not meeting the purchase price. Please make sure you address this in special stipulations.

2. Closing attorney – Please use Morris/Hardwick/Schneider whenever possible. Please make sure you have the ABA from Residential Title signed by your buyer, it can even be signed when you begin looking at homes with the buyer. MHS will provide guidance on your contract should you need it if you are closing with them. The added advantage is that Ashley will run title immediately, schedule the closing at the time and location that meets your needs and will help you with all those last minute items that always pop up.

3. Earnest Money – please make sure you have in your possession at the time you submit the offer the earnest money. If earnest money is not going to be paid or deposited immediately then there needs to be a special stipulation stating how and when earnest money is to

be paid and/or deposited.

4. Representation – For your protection, Drake Realty, Inc. does not allow dual agency. If you are the only agent in the transaction, please sign as the listing agent if you are representing the seller and the selling agent if you are representing the buyer. There does not have to be both a listing and selling agent on a contract.

5. Special Stipulations – Please make all stipulations as clear as possible. Be careful that everything you want is stated and not implied. There are now several preprinted stipulations that are available with the contract, please be sure to read through these before trying to write your own.

6. Signatures—Please make sure you have your client sign counteroffers and contracts. Verbal contracts are valid but not enforceable. It might be inconvenient but a signature is a must on contracts.

Again, have a Happy Holiday and we hope 2007 brings good things your way.

Bernie & Glenn Drake

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Business Cards

Business Cards are available at a cost of \$79 for a 1000 cards without a picture, or \$100 for 1000 cards with a picture. To order cards, email drakerealeoffice@bellsouth.net with the following information:

Your Name
 Title
 Drake Office Address
 Personal Contact Information
 (Cell phone, fax, email, etc.)

Also include your home address in the email as once you approve your Business Card proof the cards will be printed and shipped directly to your home. Your customer register will be billed for the Business Cards once they are shipped. If you have any additional questions about Business Cards, please mail drakerealeoffice@bellsouth.net.

Holiday Schedule for Drake Realty Offices

Attention Drake Agent

We will be closed to celebrate the Holiday Season Monday December 25th through Monday January 2nd. The Marietta Office will be staffed on a limited basis during this time period. Please call the Mary at 770-365-4865 if you have an emergency need during this time period to find out what hours someone will be in the Marietta Office.

We wish each of you and your families a joyous Holiday Season.

Happy Holidays!

ABA DISCLOSURE ATTACHED

This disclosure must be signed by the buyer either at the time of contract or at the time you sign the buyers brokerage agreement. This will insure that you will receive your commission at the closing table with Morris|Hardwick|Schneider and have the complimentary services of Residential Title. Please fax your contract and this disclosure to Ashley at (678) 370-0691 or call her at (770) 370-0691 to let her know you have a deal ready to close. Thank you!



RESIDENTIAL TITLE AGENCY

Residential Title Agency is Drake Realty's preferred title agency. Ashley is your agent representative to make sure that you have a smooth closing, that you are informed throughout the process, and that you get your check at the table in your name. She is here for you whenever you need to get something through the law firm of Morris|Hardwick|Schneider or other party. This service has been very well accepted and highly appreciated from the Drake agents that have used her services:

"As a new agent with Drake Realty I am very grateful to have Residential Title at my disposal. I have worked with many title companies in the past but none are as efficient. For example, most of the time I have to track them down for updates and still end up with not enough information, where as, Ashley tracks me down to make sure all required information is obtained and confirms that all documents are in place for an expeditious closing. She is also very proficient in coordinating with Morris Hardwick & Schneider to ensure a seamless transaction. Thanks, Ashley, for saving me the extra work. In the future, I will make every effort to shift every closing to Residential Title, whether I am representing the buyer or seller because I feel very confident that there will be no surprises on the day of closing. I strongly recommend that every Drake agent take advantage of this service."

-Karen Sanchez, Drake Realty agent

"My experience with Ashley Gilliam and Residential Title has been a positive one. I have had several closing and each time Ashley has made sure all necessary paperwork, closing times, information needed for the attorney's office, etc. has been taken care of in a timely manner. I look forward to working with Ashley and Residential Title in the future with continued success."

-April Childers, Drake Realty agent

"I would highly recommend the services of Ashley Gilliam and Residential Title. She is very proactive during the entire closing process. She makes sure

that every detail is in order for you and your client. Her follow up skills and communication make the entire closing process enjoyable. Having someone like Ashley coordinating all the closing details, allows for me to focus on bringing more business to the table."

-Roger Webb, Drake Realty agent

"Ashley Gilliam with Residential Title is a definite asset for the agents. I must admit that the first time I used her services I was quite amazed. I wasn't expecting the level of service and the attention to detail she brings to the process. When I have a closing to schedule with Morris, Hardwick and Schneider, I simply give a copy of the contract to Ashley and she handles scheduling of the closing and works as liaison between closing attorneys and me. She follows up on the steps in the process, is quick to respond and provides me the information needed in a timely manner. She's always available and always very pleasant to deal with, even in some of the most difficult situations. With this kind of service, it's difficult to schedule a closing anywhere other than MHS because I know I will have to do all the follow-up: I wouldn't have Ashley to rely on."

-Judy Ross, Drake Realty agent

"Thanks for all your help! I should have another contract very soon and look forward to working with you again"

-Natalie Mishoe, comment after a closing from a Drake Realty agent.

"Residential Title is one of the few title services who conduct themselves very professionally. She always provides timely assistance in her strive of perfection and due diligence. It has always been a pleasure to work with Ashley because I can count on her conscientious help not only in title work but also in any avenue of closing information and docs. Another real perk of Residential Title is their interest and help in C.E. classes that Ashley has provided out of the goodness of her heart which is above and beyond of any other title services that I know of. She may not show the effort & energy it requires to orchestrate these classes but I know and appreciate the extra work (especially when not required). I cannot praise her work and ethics enough to due justice. THANK YOU!!"

-Julia Eaton, Drake Realty agent

"RESIDENTIAL TITLE AGENCY HAS BEEN A TREMENDOUS HELP FOR ME AS A REAL-ESTATE AGENT AND AN EVEN MORE INVALUABLE ASSET FOR MY CUSTOMERS. ASHLEY GILLIAM HAS COORDINATED THE MAJORITY OF MY CLOSINGS FROM BEGINNING TO END. SHE IS PROACTIVE, RELIABLE AND KEEPS ME INFORMED ON BOTH LENDER AND TITLE COMPANYS' PROGRESS TOWARDS CLOSING. THIS ALLOWS ME TO CONCENTRATE ON OTHER CUSTOMERS AND ULTIMATELY CLOSE MORE DEALS. IN ADDITION SHE ENSURES THAT ALL PAPERWORK HAS BEEN SUBMITTED TO BROKER IN ORDER TO RECEIVE MY CHECK AT CLOSING. THANKS ASHLEY"

-Steve Lash, Drake Realty agent

"Since I started working with Drake Realty.....Ashley Gilliam has been very instrumental in making all of my closings a success.....in this business customer service means everything to me.....Ashley always coordinates and follow up with the attorneys office and pre-closers for upcoming scheduled closings for my clients....I simply fax the contract....Ashley takes it from here.....and the great part is I get my check at the closing table.....keep up the good and professional work that you do!!!!"

-Cheryl Sutton, Drake Realty agent

"I recently joined Drake Realty. I have been thoroughly impressed and pleased with the services of Residential Title, in particular, with the top-notch customer service that I always receive from Ashley Gilliam. There has not been one time that Ashley did not answer her phone whenever I have called. In a world where everything is automated, it is really hard to get a live person on the phone. Ashley exemplifies professionalism, quick results and is always a pleasure to speak with. Please keep up the great work."

-Connie Mitchell, Drake Realty agent



ASHLEY GILLIAM

770.354.7625 (Cell)

770.752.3124 (Office)

678.370.0691 (eFax)


Countrywide®
HOME LOANS

Alpharetta Branch



**Meet Your Dedicated
Drake Realty - Countrywide
Home Loan Consultants**


Derek White

(770) 619-2623 - Direct

(404) 778-2921 - Mobile

(866) 712-6140 - Fax

derek_white@countrywide.com

www.derekwhite.biz

Brian Daiker

(770) 619-2611 - Direct

(404) 667-3288 - Mobile

(866) 410-2181 - Fax

brian_daiker@countrywide.com

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Jon Maguire

 (770) 331-7500 - Mobile/
Dir.

(866) 712-6138 - Fax

jon_maguire@countrywide.com

www.jonmaguire.com

Please Visit Your Home Loan Consultant's Personal Mortgage Website listed above for Valuable Tools, Resources, and Information for your customers including:

How To Apply for a Loan

Loan Calculators

1st Time Homebuyers Guide

Online Rate Request

Information About Countrywide

Visit Countrywide's page on the "Partners" tab of the Drake Realty website!

www.drakerealty.net/countrywide.htm

**COUNTRYWIDE ALPHARETTA
PREFERRED LISTING PROGRAM**

Offered Exclusively by Countrywide Home Loans

Program Benefits

- Exclusively For Drake Realty, Inc. Agents
- Complimentary Listing Flyers
- Up To \$1,000 Lender Credit For Your Buyers AND Sellers Of Your Listing
- Voice Pad Technology Available
- Win More Listings & Sell Your Listings Faster

Receive up to **\$1,000** LENDER PAID CLOSING COSTS

COUNTRYWIDE HOME LOANS

For more information, contact your dedicated Home Loan Consultant:

Brian Daiker 404-667-3288
Derek White 678-778-2921
Jon Maguire 770-331-7500

COUNTRYWIDE HOME LOANS

Drake Realty

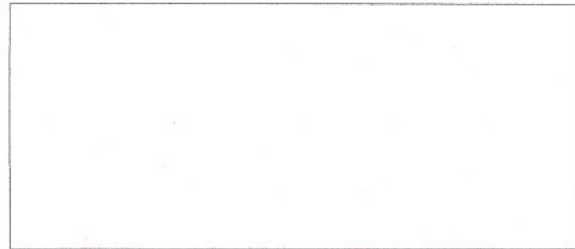
**DEVELOPING YOUR MARKETING PLANS FOR 2007?
DON'T FORGET TO BUDGET IN YOUR MAILING LABELS.**

Increase your sales volume by choosing a subdivision, a street, or a price point within a county to do targeted mailing. You control the parameters of your mailing, and we will provide the labels for the mailing. The cost is **\$15.00 per 120 labels** which is a fraction of what the mailing lists companies charge. Additionally, you can pin point exactly what zip code, subdivision or street, etc. with no minimum amount. Simply E Mail drakerealtyoffice@bellsouth.net your targeted market area parameters, and the labels will be mailed directly to your home. The charge for the labels will be billed to your Customer Register, and will be taken out of your next monthly credit card bill. Drake Realty subscribes to the same database used by many mailing list companies. This is an expensive investment but we believe this will increase sales and exposure of the company and our agents.

These labels are available today! Determine your targeted area parameters, send an e mail, and we will produce the labels you need for a successful mailing.

Drake Realty mails thousands of post cards each month to increase business for the company. If you are interested in the lead program, please email Mary at drakerealtyoffice@bellsouth.net and she will forward you the process.

DRAKE REALTY, INC.
3535 ROSWELL ROAD
SUITE 41
MARIETTA, GA 30062
PHONE: 770-565-2044



UPCOMING CONTINUING EDUCATION CLASSES FROM RESIDENTIAL TITLE AGENCY

Ashley will provide breakfast or lunch depending on the time of the following classes. Classes are worth 3 credit hours and taught by Morris|Hardwick|Schneider's attorney, Howell Haunson. Please arrive BEFORE the class as you will not receive credit if you are late. Please RSVP to Ashley within one week of the class: 770-354-7625 or Ashley@residentialagency.net. Thank you and hope to see you there!

Tuesday, January 23, 2007: In-Depth 2007

9:30 am- 12:45 pm

Where: Chicago Title Company- lobby conference room
4170 Ashford Dunwoody Road, Atlanta, GA 30319

Wednesday, February 21, 2007: Tax Free Exchanges

2:00 pm- 5:15 pm

Where: Chicago Title Company- lobby conference room
4170 Ashford Dunwoody Road, Atlanta, GA 30319

Tuesday, March 13, 2007: Loan Assumptions- Are you prepared?

9:30 am- 12:45 pm

Where: Chicago Title Company- lobby conference room
4170 Ashford Dunwoody Road, Atlanta, GA 30319

NEWS and UPCOMING EVENTS!!

AGENT HAPPY HOUR!! -- All Drake Realty Agents Invited!

- ◆ Sponsored by Countrywide Home Loans and Residential Title
- ◆ FREE Food & Beverages! Come join your fellow Agents & Preferred Vendors for some Billiards, casual socializing, and FUN!



WHEN: Thursday, December 14 ,
2006
6:00 – 8:00 PM

WHERE: Dave & Buster's - Gwinnett
4000 Venture Drive
I-85 at Steve Reynolds Blvd / Exit 103
Duluth, GA. PH: (770) 497-1152

RSVP: Please RSVP via the E-Vite invitation that will be emailed or to Jon Maguire at jon_maguire@countrywide.com