



## CURRENT REFERENCES

*One of the best ways to find out if an Agent is worth their word,  
is by reading what their current clients have to say about their work.*

In Southern California, we are fortunate to have many outstanding real estate agents and offices to choose from. It pleases me to be one of them. I have been a Professional Realtor since 1981. My primary Real Estate activities are focused on helping people, just like you, to buy or sell their home and investment properties.

The sale of purchase of real estate is probably the largest financial transaction we will ever encounter. There is much to know and be done in order to deliver a pleasant and successful close to an escrow. In the end, it's always the commitment and experience of the real estate agent that really makes the difference.

I offer you a high level of professionalism, attention, honesty, loyalty and energy.

I look forward to being of service to you.

*The Right Agent Really Does Make a Difference*



Houston Smith  
Office: (310) 376-0889



Richard, Magalit, & Ricky Comeau

May 5, 2014

To whom it may concern;

My wife and I worked with Houston as our exclusive agent.

We met Houston at a Wells Fargo Financial and Real Estate education seminar.

My wife and I chose Houston for three reasons, first, Houston has 33 years of experience as a Real Estate agent, second was Houston's knowledge in handling VA loans, and third but not least is Houston's confident and quiet demeanor.

We worked exclusively with Houston in buying a home.

In buying our home Houston was very informative on how to be prepared from the very beginning.

First was the approval letter!

Second, Houston asked us to list our top five priority's on our wish list for our home.

Third, Houston set us up on his MLS page.

Fourth, was narrowing down the area's we would consider living in and applying ourselves by not only looking on line but physically go out and looking at the homes and neighborhoods at different times of the day and week.

Fifth, but not least, do not get attached.

Example, we found a home in three weeks, however it fell through and Houston encouraged us to move on and sure enough after making three different offers we found out home in four months.

We strongly recommend Houston as your exclusive Realtor when considering a real estate transaction because of the above mentioned attributes and experience Houston brings to the table.

You can't go wrong. Houston is the best!

Kindly yours,

  
Richard, Magalit, & Ricky Comeau

December 10, 2013

Houston Smith  
400 S. Sepulveda Boulevard, Suite 100  
Manhattan Beach, CA 90266

RE: Reference Letter

I want to take this opportunity to express my appreciation to you for professional excellence in helping me purchase a property recently.

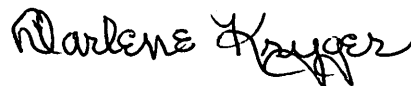
I was interested in purchasing a rental property and interviewed three realtors without success. I was fortunate to see your advertisement at a property located on Narbonne Avenue in Lomita. Due to your telephone demeanor and great attitude it was soon apparent you were the right person.

Houston, thank you for immediately responding to my calls and providing multiple listings for me to review, making several visits to my home to deliver them.

Considering it was over twenty years since I experienced a real estate transaction and the recent loss of my husband it was a stressful and difficult time for me. your in-depth knowledge, forthright way you explained the process and your warm and genuine nature relieved a lot of my anxiety and gave me confidence. I also appreciate all your extra efforts to accommodate my needs.

You are an ambassador for RE/MAX Estate Properties through your dedication, hard work, superior character and professionalism. I look forward to future transactions and highly recommend you when the opportunity arises. Many thanks.

Very Sincerely,

A handwritten signature in black ink that reads "Darlene Kryger". The signature is fluid and cursive, with the first name "Darlene" being more prominent and the last name "Kryger" following in a similar style.

Darlene Kryger

Monday, June 03, 2013

Houston Smith  
2200 Pacific Coast Highway  
Suite 205  
Hermosa Beach, CA 90254

Letter of Recommendation

Please accept this letter as a sign of our appreciation and expression of thanks to you for the excellent and superior service you provided in helping in us purchase our first home.

We worked with Houston Smith as our exclusive agent in the purchase of our first home. Prospect Mortgage was our lender; upon pre-approval they recommended Houston Smith to be our agent. After talking with Houston and other lender, it was apparent that he was the right person. We went with Houston because of his experience, honesty, organization skills and attention to details.

As a first time buyer our number one priority was honesty. We were really impressed with his honesty, thorough knowledge of the entire process, document compilation and organization skills. Knowing what is expected from all the various parties, anticipating potential problems and recommending simultaneous alternate solutions helped expedited the entire process.


We closed escrow within thirty days and moved in into our new home.

We strongly recommend Houston as your exclusive Realtor when considering a real estate transaction. He is honest, knowledgeable and proactive. He has the practical experience to solve any UN foreseen problems or issues.

Good luck.

Thanks

Cyril Davies

A handwritten signature in blue ink, appearing to be "Cyril Davies", is written over the printed name. To the right of the signature, the date "06/03/13" is handwritten in blue ink.

Christopher & Yvette Benner  
12507 S. Normandie Ave.  
Los Angeles, CA 90044

May 20, 2013


To Whom It May Concern:

As someone who has had the pleasure of working with Houston Smith as both a buyer and a seller for the last 10 years, I would like to take this opportunity to assure that you are in good hands. He handled everything efficiently and professionally, which was a great relief since my husband and I had a new baby and my mother was very ill.

When putting our home up for sale, Houston did a thorough market analysis and gave us proper knowledge regarding the sale process. Our home sold quickly and over list price and we were happy with the outcome. Houston made the escrow process on the sale as painless as possible.

During our search for a home, Houston was both patient and thorough. He met with us to show us properties in our desired area and price range. He made us feel comfortable making our buying decision. I really appreciated the fact that he wasn't pushy. During the escrow for our purchase, Houston was there every step of the way answering our questions and concerns. He is a great all around realtor and we very much appreciate him!

Sincerely,



Yvette Benner



11/21/11

To Whom It May Concern,

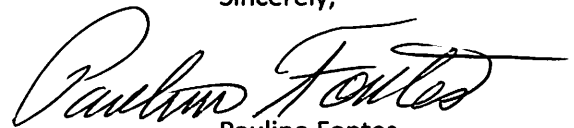
This letter is a matter of record about the resolution of an overburdening debt. One year before the real estate crash my friend and I purchased a four unit investment. Within the following year we found ourselves floundering in debt with this property. The reversal of the real estate market left us four hundred fifty thousand dollars underwater. To further exacerbate the matter I was planning on retiring.

This situation began to constantly dog me. I would awake in the middle of the night worrying; wasn't able to formulate any idea of what my financial future would look like. Looking for some answer I asked every one of my close acquaintances for advice. Finally my attorney recommended I investigate attempting a short sale and said he had heard of an honorable and efficient real estate agent who might be able to assist me. The man was right.

Houston Smith, a real estate agent from Hermosa Beach, proved to be one of the best calls I ever made. Mr. Smith was not only sensitive and gracious to my plight; he was informative and very clear about my options. He walked me through the entire process of how I could legally unburden myself of this overwhelming debt. His patience, guidance and diligent work were of inestimable value to me. We were able to short sell the property within six months and avoid the disastrous credit rating penalties of a foreclosure.

In times of crisis a strong principled helping hand can mean the difference between dreams lost and realized. Because of the help Mr. Houston Smith afforded me, I will be able to retire when I want and am able to forget a near financial catastrophe. I would strongly recommend this realtor to anyone in the same precarious position.

Sincerely,



Paulino Fontes

Matthew and Maureen Simon  
Manhattan Beach, CA 90266  
(213) 689-2532

September 13, 2011

Dear Sir or Madam:

We met Houston Smith when we looked at a house that had been listed for sale in Manhattan Beach. Houston was the seller's agent. At the time, we did not have a realtor. We liked Houston right from the start and decided to use him as our exclusive agent. Shortly thereafter, our offer was accepted on a house, and the home buying process began.

As we were first time home buyers, Houston walked us through the process every step of the way and explained everything to us – as many times as we needed it explained. He was always quick to respond to all voicemail messages and e-mails and was always willing to meet us at the house whenever we wanted to see it again and when we needed the inspector and contractors to enter the house before escrow closed. He even had some helpful suggestions for our intended remodel of the house.

While most first time home buyers claim that buying a house is the most stressful thing a person will do, we had a very different experience. Our home buying experience was a positive one from start to finish – thanks in large part to Houston's knowledge and guidance. We strongly recommend Houston as your exclusive Realtor when considering a real estate transaction.

Sincerely,



Matthew and Maureen Simon

August 7, 2010

Houston Smith  
Re/Max Execs

Hello Houston,

Thanks for the speedy and simple sale of the Lomita house. You received multiple offers and a higher than asking price all in one week without an open house. What more could we ask for?

Your "Dream Team" of pre-qualifying officers, loan officials and escrow personnel worked without a hitch.

If you would like to pass this letter on to your clients, please do so. My phone number is 805 491-0308. I would be happy to talk to them.

Thanks Again,



John "Jack" Streckewald, trustee



May 21, 2010

Holly Barnett-Grim  
San Pedro, CA

I was referred to Houston Smith by a client who highly recommended him. I was in the middle of Probate for my mother's estate and I knew I had to find someone with experience in selling this type of property.

After my first conversation with Houston over the phone I instantly felt comfortable with him handling my situation. He gave me pointers on how to clean up the property with out suggesting I spend a fortune repairing items that I was just not going to get the return on. He was always in contact with me either by phone or email. He gave me great confidence in his performance by displaying to me his knowledge and experience in the real estate industry. He walked me through filling out paperwork and keeping me informed about potential buyers.

My experience with Houston has been absolutely AMAZING! He is very professional and an absolute please to work with. I 100% recommend doing business with Houston Smith.

Thank You Houston for all your hard work,

A handwritten signature in black ink, appearing to read 'Holly', with a stylized, cursive script.

Holly Barnett - Grim

*Jana DeLorenzo • 2114 E Everett Drive • Phoenix, AZ 85022*

January 14, 2009

Houston Smith  
Re/Max

Re Letter of Reference

I was on a mission to find the best realtor to assist me in selling a residence in Culver City, California. Initially I thought it would be more complicated than usual since I reside in another state.

I interviewed several top realtors in the area and was especially impressed with Houston Smith. We spent about an hour conducting an initial phone interview, discussing the current volatile real estate market and Houston's particular strong points:

- 27 years as a realtor

- Previous experience in a volatile, buyer's market

- His straightforward honesty and requirement that all involved parties be proactive

- Focusing his energy on selling the property

- Successful marketing of the property

- Working with the client and service providers as a team

Through the selling process Houston made sure he kept me abreast of the process, procedures, and the current timelines as we moved toward closing the sale. How impressive that the sale of the residence took two months start to finish!

To say I was extremely pleased with my experience with Houston Smith would be an understatement. Houston is a consummate professional and I will not hesitate to recommend his services to others.

Sincerely,



Jana DeLorenzo  
602 595 7886

To whom this may concern,

I worked with Houston as my exclusive agent from December 2006 until my home sold in February 2007. I picked Houston from a list of agents who provided proposal from my RFP through Homegain.com. I was impressed with his years of experience and interviewing him I felt comfortable with his demeanor and his track record. He provided me with articles as to the housing trend to make me a more educated seller. As a first time seller, I thought that was the greatest thing. I was sold on Houston.

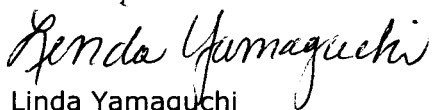
I worked with Houston exclusively in selling my home. The house was put on the market around December 14, 2006 and closed on February 28, 2007. I live in the San Francisco Bay Area and just inherited my mom's house in L.A. after her death. I knew I would not move back to the L.A. area and decided to sell the house.

The house needed some work, but it sits on a huge lot. We decided to sell it as is. Houston is very professional and upfront. He guided me through a difficult time in my life. He was in constant contact explaining everything during the selling process. He was always accessible and if he was in a meeting and could not take my call, he would promptly call me back. I didn't feel it was a disadvantage by being in a different city. I think it went as smoothly as if I was in the same town. I feel we had a great working relationship and we were in agreement to the direction of the sell.

Living in a different city I needed to find a realtor who had years of experience in dealing with all sorts of different or unique situation. Houston exceeded my expectation in his dealing of an out of town Seller. I was new to everything involving the sell of a home and felt overwhelmed. Houston helped ease my mind by explaining the sells process. I had to do lot of cleaning and removal of stuff from the property. Houston was very helpful in making recommendations as to who I should contact. He even helped my tenant move a couch.

I strongly recommend Houston as your exclusive Realtor when considering a real estate transaction. I feel you need a person with extensive experience in the real estate market. He is knowledgeable and keeps up to date on the current housing trends. He is a consistent professional who will work hard for his client.

Sincerely,

A handwritten signature in black ink that reads "Linda Yamaguchi". The script is fluid and cursive, with the first name "Linda" and last name "Yamaguchi" clearly distinguishable.

Linda Yamaguchi  
(Seller)

3336 La Mesa Drive, #3  
San Carlos, CA 94070  
650-595-5008

Nelson & Almena Cade and Family  
2912 w 140th Street  
Gardena, Ca 90249

Dear Houston:

It has been a pleasure doing business with you. Houston you are very professional at what you do. We are glad to have found you. You have made this process very easy. You promised and delivered. Our family knew this would be a long and drawn out process but it went smooth and easy. If we could make a commercial for you it would sound like this. Houston Smith the best person that can sell your home. He is Honest, very fair, and takes time to walk you thought every step of selling your home. He will get you top dollar and sells your home in a timely manner.

Mr. Houston the Cade family would like to thank you. We will refer as many as we can to you. You have made a very positive change in our life. And we want you to know from the bottom of our Hearts thank you very much.

*Nelson L Cade*  
*Almena V. Cade*

June 26,2006

**Reference Letter**

1. We Have worked with Houston Smith as our exclusive agent. He is too good and he is very much cosiderate, friendly and helpful.
2. We worked exclusively with Houston in selling our home. He has strong buyers. He made a deal to sell our house within 4 weeks. We listed our home through Houston on end of February,2006 and the closing of the house was 30th April,2006. It's really amazing. And we also get a very good price.
3. We strongly recommend Houston as your exclusive Realtor when considering a real estate transaction. Because he is the perfect Realtor having all the quality.

Thank you.

Best Regards,

*Shama Naz /*

Shama Naz/Mohammad Latif

Phone: 303-862-6229/310-930-1078

(Realtor can use our name and phone no. for customer referral)

**La Quinta®**

**La Quinta Inn & Suites**  
10179 Church Ranch Way  
Westminster, CO 80021

Office: 303.438.5800 Ext.408  
Fax: 303.438.2120

**Mohammad Latif**  
*General Manager*

E-mail: lq0444gm@laquinta.com



June 8, 2006

Lynda Bartosh  
Torrance, CA

I have worked with Houston as my exclusive agent since November 2005. Houston always displayed complete professionalism in all of our dealings.

I worked exclusively with Houston in selling my home. He worked diligently on the sell of my home taking perceived negatives and turning them around to positives in the prospective buyer's eyes.

I strongly recommend Houston as your exclusive Realtor when considering a real estate transaction. He will address all your questions and walk you through the process with respect and patience. He truly made my home selling experience a breeze.

Thank you Houston!

Lynda Bartosh

Dave & Ruth Pearce  
30163 Via Rivera  
Rancho Palos Verdes, CA 90275  
(310) 541-7563

February 2, 2006

To Whom It May Concern:

My wife Ruth and I have worked with Houston Smith as our exclusive real estate agent. Not only was Houston thoroughly prepared, highly organized, diligent, flexible and very considerate, but his engaging personality has resulted in him becoming our good friend.

Ruth and I worked exclusively with Houston in selling our home in November of 2005. I can not imagine the process going any smoother than it did with Houston as our agent. He provided clear options for us to pursue and helped us weigh the pros and cons. He kept us informed every step of the way. We are rewarded for the trust that we put in him.

We strongly recommend Houston as your exclusive Realtor when considering a real estate transaction. His many years of experience in this field and his thorough knowledge of the current, local housing market enabled our transaction to be a big success. Feel free to contact us for a referral because we are glad we did business with Houston.

Sincerely,

A handwritten signature in black ink that reads "Dave Pearce". The signature is written in a cursive, flowing style with a large initial "D".

Dave Pearce

May 16, 2005

Houston Smith  
Remax Beach City Realty  
2200 Pacific Coast Highway, Suite 205  
Hermosa Beach, Ca 90254

Dear Houston,

I am writing this letter to express the most sincere appreciation from Medea and I for the exceptional work you have done during the entire process of buying of our first property.

Being a first time home buyer, we have done a lot of preparation work, attending classes and reading extensively books in home buying. When we are ready to select a buyer's agent to represent us; we apply the same rigorous process asking detailed questions on each and every one of the potential agents and then short listing agents for interview.

I remember we are very impressed when we met with you the first time. You are very well prepared, highly professional and very attentive to answering all the questions we have. We are especially impressed with the inches of recommendation letters from all of the satisfied customers and the high regards references we called personally.

Through the entire home buying process, from initial selection of potential properties, viewing of properties, preparing of offers, counter offers, loan application, escrow closing, you have always taken the initiative whenever it is needed and always be attentive to give us your professional advice on all aspects of the process.

Houston, the best part we like working with you is you are always there for us whenever we need you and you would never tell us something we like to hear but unbiased professional advice based on your over 25 years extensive experience in real estate.

You really always put our interest in mind! Houston, you really pass our rigorous test in flying color and we would highly recommend you with no hesitation.

Sincerely,

Gary Chin

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15 Nov 04

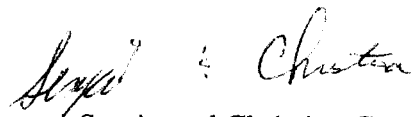
Sergio and Christina Cortes  
12750 Centralia Street, #220  
Lakewood CA 90715

Houston Smith  
REMAX  
2200 Pacific Coast Highway, Suite 205  
Hermosa Beach CA 90254

Dear Houston,

Working with you to find and buy our first house has been truly wonderful. In the past, our experience with buying a house seemed difficult and confusing. Working with you changes all that in fact you made the process run so smoothly it was easy. We are very appreciative of how you took the time to explain everything, answer all our questions, resolve all issues, and refer us to people that could help in other areas. Your integrity and knowledge made us feel comfortable. You are a true professional and we look forward to working with you again in the future. Thank you and God Bless.

Sincerely,

A handwritten signature in cursive script, appearing to read "Sergio & Christina", is written in dark ink.

Sergio and Christina Cortes

**PAT OKUMURA**

17-C Via Castilla  
Laguna Woods, CA 92637

**August 11, 2004**

**Houston Smith  
ReMax Beach Cities  
2200 Pacific Coast Highway, Suite 205  
Hermosa Beach CA 90254**

**Dear Houston,**

**I most sincerely want to thank you for the recent very successful listing and sale of my mother-in-law's South Bay home.**

**From your professional listing presentation, your knowledge of the market, your attention to detail, and your sincere desire to be of service, we felt confident that we had chosen the right Agent. We were never disappointed especially in your kind treatment of our Mom every step of the way. We presented you with some challenges due to her advanced age and hearing disability , but you handled it all with complete professionalism and most importantly, respect.**

**Please know that we will gladly recommend you to anyone looking for a Realtor who can not only get the job done, but is a sincere pleasure to work with. Having worked in the Real Estate industry for many years, it is easy for me to say that you are a "step above".**

**Sincerely,**



**Pat Okumura**



Ron and Otilia Incontro  
2405 Blossom lane  
Redondo Beach, CA 90278

July 25, 2004

Dear home buyer or seller,

We have bought and sold seven properties over the years and have just sold another. I feel compelled to write this letter about Houston Smith. He handled this latest sale for us and he really did "handle" it. He did everything. He made the mountain of paperwork and hours of time shrink to an anthill and a few minutes. This was the easiest, most stress free real estate transaction I have ever experienced.

He took the time to talk to us and listen to what our needs were. He then steered the whole process towards meeting those needs. He got us full price (we wanted to list lower for a quick sale but got a quick sale at his higher suggested price) and arranged for a short escrow, but negotiated for us to have a lease back giving us more time with arrangements. He managed the sale so we wound up with the maximum amount of cash at the end and was always looking out for our interests.

I highly recommend Houston to anyone looking to sell or buy a house. His experience and professionalism are what you wish all agents had, but usually don't.

Sincerely,

The block contains two handwritten signatures in black ink. The first signature is on the left and the second is on the right. Both appear to be cursive and stylized.

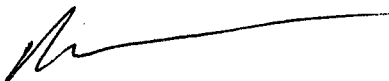
Ron and Otilia Incontro

Mike Parham  
12 S. Dianne  
St. Peters, MO. 63376

I worked with Houston Smith as my exclusive agent for the sale of my home located in Hawthorne in March 2004. Houston was very dedicated and sold my home much faster than I had imagined, we had three offers in the first day the property was on the market.

Houston was extremely helpful and instrumental in the process of selling my house, which was not the normal sales process. I had to first remove a tenant who hadn't paid me rent for 5 months and they were fighting me every step of the way. The entire process was even more complicated due to the fact that I was living on a sailboat in Mexico in the beginning of the process and then in St. Louis MO when escrow was closed. Houston got me in touch with a fantastic lawyer who helped me resolve my problems with the tenant. Houston was also able to get me in contact with a top notch cleaning company who in one day had the home looking like new again. The frustration of dealing with all of these issues while living out of the country and out of the state were quickly put at rest when I started working with Houston.

I would strongly recommend Houston Smith as your exclusive agent and would guarantee that he would not only meet your expectations but far exceed them.



Mike Parham  
636-219-8530

**John Reith**  
**24311 & 24313 Alliene Avenue**  
**Lomita, CA 90717**

Thursday, February 26, 2004

Houston Smith  
2200 Pacific Coast Highway  
Suite 205  
Hermosa Beach, CA 90254

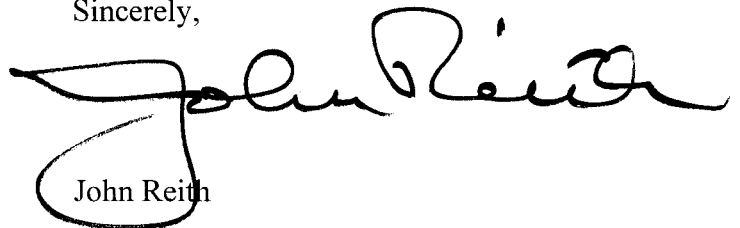
To Whom It May Concern:

I have worked with Houston as my exclusive sales agent for the sale of my property in Lomita. He was warm and affable from our first meeting. Soon after he realized the special needs associated with the selling of my property and I noticed him become even more patient with me and my questions.

I worked exclusively with Houston in the selling of my 3 units. The sale of my building required special "Outside of the Norm" real estate service and communication. He responded to my phone calls and concerns without exception.

I strongly recommend Houston Smith as your exclusive Realtor when considering a real estate transaction. From the very beginning Houston's greatest strength was his single minded and goal-oriented focus. This is a quality critical to complicated, people oriented transactions like real estate sales and purchases.

Sincerely,

A handwritten signature in black ink, appearing to read "John Reith". The signature is fluid and cursive, with a large loop at the end. Below the signature, the name "John Reith" is printed in a simple, sans-serif font.

John Reith

**JON R. KNISS**  
**ATTORNEY AT LAW**  
2377 Crenshaw Blvd., Suite 252  
Torrance, California 90501  
(310) 782-6953  
(310) 618-8500 fax

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January 22, 2004

To Whom It May Concern:

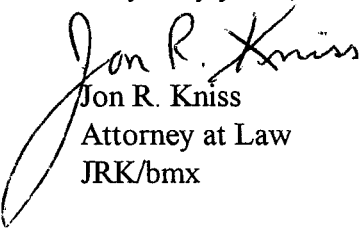
I am taking this opportunity to provide this letter of recommendation to Houston Smith. I have known Houston for over year now and have had multiple professional interactions with him.

My first experience was in selling a client's property in El Segundo. The property was owned by a trust and there were significant legal issues involved in the transaction. Houston impressed me at that time with his familiarity with those issues, his knowledge of the market, and his absolute professionalism in the sale of that property. Since that time I have had other cases where Houston was involved those matters included landlord-tenant issues and other difficult sale problems. In all cases his performance and service was beyond reproach.

I would say above all that Houston is a diligent worker, extraordinarily organized, highly ethical and knowledgeable. His office is a model of efficiency and he is well versed in all aspects of information technology, which places him heads and tails above his competitors and gives his clients an edge in their transactions. In my experience he personally handles the issues which arise, and takes as much time as necessary to resolve those issues with bulldog like tenacity. It is obvious to me that his success is due to the businesslike manner in which he handles his affairs.

I would not hesitate to recommend Houston for any type of Real Estate transaction. He has shown me his competency time and again and I am confident that he would be an asset to any transaction in which a realtor's services are required.

Very truly yours,

  
Jon R. Kniss  
Attorney at Law  
JRK/bmx