

1726 DOWNING ST.
DENVER, CO 80218



(303) 831-0797 OFFICE
(303) 831-0842 FAX
GRANITEDENVER@AOL.COM

January 16, 2015

TO WHOM IT MAY CONCERN:

This letter refers to James H. Gumpert. Jim has worked at Granite Realty from September 2010 until now. For the past six months, Granite Realty has been exiting the HOA management business and we are now 100% finished with HOAs - that is why Jim will be leaving Granite on January 16, 2015. Jim has been a solid, loyal employee and he has been instrumental in assisting me in all facets of HOA management. Jim has done well in helping us comply with HOA regulatory requirements and collection policies. I regret that I do not have another position that I can offer to him. I can recommend Jim for any position in community management, real estate, property management, or administration.

Jim possesses a critical skill for an HOA manager: Jim has made sure that he is current with statutory and legal responsibilities under Colorado law.

He is effective with property owners, is well-liked, and has fielded all problems with efficiency and concern for the community. He made on-site visits to properties regularly, inspected buildings, equipment, landscape, plumbing, or any other required maintenance for us. He represented Granite Realty at board meetings and he did a fine job for us. Jim's knowledge of effective collection techniques has enabled our HOAs to collect thousands in unpaid HOA dues. He is knowledgeable about the Small Claims Court process for collections. Jim also developed monitoring tools for our business to enable us to track maintenance requests, monitor contractor's schedules, completed work-in-progress and collections for 200+ property owners.

Jim knows Quickbooks. Jim is computer literate and tech oriented. He stays on top of continuing education. At Granite, Jim completed an EPA Certified Renovator course. This education provided Jim with the knowledge to protect property owners and community associations before commencement of renovation or repair work. Jim handled all incoming correspondence from HOAs and fielded all manner of problems concerning community associations. In the face of a layoff, Jim has displayed honor, a good attitude, and loyalty to us as we wound down our HOA business. I recommend Jim without hesitation.

A handwritten signature in black ink, appearing to read 'Mark E. Yoder'. The signature is fluid and cursive, with a large 'M' and 'Y'.

Mark E. Yoder
Managing Broker