

April 23, 2022

Jack Campo  
Campo Brothers  
907 Main Street  
Port Jefferson, NY 11777

Dear Mr. Campo:

Roughly forty-eight hours ago, we received our fully executed contract for Lot 18 of the new Hidden Oaks development in Centereach, and while we remain extremely excited about our new home, we're also incredibly appreciative and humbled by all the ways you have supported us during this process. In today's market, Sellers have no incentive to negotiate on deal terms, especially not Sellers who offer the craftsmanship and reputation of a Campo Brothers build, and yet that's exactly what you did. While another buyer circled the same lot, contemplating a much more expensive build, you took a chance on us, and it's only because of that chance - YOUR decision - that we've been able to embark on this exciting adventure.

You might recall that we first fell in love with a Campo home a year ago, and we had even begun pricing out a build to customize a Jefferson model into a mother-daughter home on Lot 18. Very early in the process, however, we realized it wasn't the right time for us, partially due to cost and partially because we had nowhere to live with our dog during construction. If we wanted to build the house of our dreams, on the lot size of our dreams, then we needed to wait a bit longer, because we didn't want to skimp on the dream. We might dream big, but we also know how to stay within our financial means. We didn't want to waste your time or Michelle Sanchez's time, so we respectfully stepped away from the table.

A year later, we no longer needed to worry about a mother-daughter build, so we decided to check on prices and gauge how far out we were from properly pursuing a new build. While meeting with Michele, a meeting we scheduled merely as informational, we realized that the expanded Jamesport model might be a better fit for our space needs, a model that was surprisingly within our price range. And wouldn't you know it, Lot 18 was once again in the mix. What were the odds?

But the clock was ticking. This was the last  $\frac{3}{4}$  acre lot in the development and another family was already interested in it. Since we hadn't actually planned to build a home in 2022, much of our cash buying power wasn't immediately available on hand, such as the equity in our current home. Putting 10% down with only a week's notice to secure the contract was a stretch for us, a stretch we knew might cost us this special opportunity, so we asked if we could secure the contract with 5% down at contract and then spent the next twenty-four hours on pins and needles

while we awaited the answer. Had you declined, we would have been immeasurably disappointed, yes, but would have also understood. The market forces were against us, another potential Buyer with a presumably higher price point was already in the mix, and you are running a business, not a charity. Yet you took a chance on us, Mr. Campo, you said yes.

Your generosity didn't end there. Not only did you say yes, but you also gave us the gift of time by allowing extras to be paid at closing. What a difference that made for us: not only was the immediate cash flow solved, but we now had the runway to fully finance the extra costs inherent in designing the house of our dreams. What more could one possibly ask of Jack Campo?

Patience, apparently. Our lawyer found himself backlogged in work. We dislike holding people up, yet now a contract we were excited to sign on a Thursday couldn't happen because our attorney wasn't ready, and that held up all parties. We feared this delay would alarm you and cost us this home. A delay that occurred again and again.

Instead of stepping away, you took a chance and hung in there with us. And not only did you trust us to get it done, even after we had a verbal agreement on prices, you were still showing us kindness. After our final spec meeting, you offered us an additional two thousand dollars off a pair of wish list items. You had the deal, yet you gave us another break. We were extremely moved by your kindness, and wished we knew how to properly thank you. Two more items on the dream house got checked off. What more could one possibly ask of Jack Campo?

A temporary home, apparently. In all the excitement and frantic race to secure Lot 18, we had another problem brewing: where to live during construction with our elder dog, a quiet, lazy, snoozy rescue dog that's like a child to us. And once again, you took a chance on us by waiving your restriction on pets and allowing us to rent one of your beautiful homes. What started as an insurmountable problem a year ago had been solved by Jack Campo.

Although we're still very early in this adventure, we wanted to assure you that we're quite aware of your kindness towards us, which is one part – a HUGE part – of what is making this purchase such an enjoyable process. The pricing structure of Campo Brothers demystifies the home buying experience by making everything fully transparent. Everyone we've met along the way, including Karen, Joe, and especially Michele, have been an absolute pleasure. Speaking of Michele, you're probably well aware of this, but she is an absolute pleasure to work with. We trust her judgement so much, that she's also the listing agent for our new home. She responds to messages at all hours (even on vacation), never rushes us off the phone or out the door, and patiently answers all of our questions – of which there are always many (sorry!).

We're sure there will be more questions along the way, but we know we're in great hands. Thank you, Mr. Campo, for taking a chance on us and helping us inch closer to our dream house.

All our best,

The image shows two handwritten signatures in black ink. The first signature on the left is 'Artie' and the second on the right is 'Howie'. Both signatures are followed by a horizontal line, likely representing a signature line.

Artie and Howie