

9 South Main Street
Waterbury, Vermont 05676



Phone (802) 244-7575
www.pallspera.com

Dear Pall,

First and foremost, we would like to thank you for supporting us as we embarked on our real estate careers during these past few years. Working under the highly esteemed Pall Spera Company (PSCO) taught us from the first day to work harder than others and never put anything before providing the best service for our clients. It is that foundation, along with our drive, which has propelled us to our current success. Your guidance and support will never be forgotten.

Like you, we are motivated to bigger visions. As such, we are leaving the umbrella of PSCO and forming our own small real estate company. Effective immediately, we are terminating our independent contractor agreements with PSCO. It is a bittersweet decision, but we hope, even if not at first, you will be proud to have motivated us to create a business as you did years ago.

We understand our current transactions under contract belong to PSCO. We hope you will let us continue to see these contracts to the end if we agree to compensate PSCO with our current split arrangement. Here are the transactions of concern:

- 1) 497 Poker Hill Road, Underhill - \$405,500. Closing 1/26/23. Inspection contingency not yet resolved. Ongoing potential mold issues in active discussion and costs being tabulated. This is a 25% referral to Land Vest.
- 2) 533 Route 17, Fayston - \$650,000, Closing 1/31/23. Long standing client of Robyn's with multiple transactions. Bank gathering information, waiting on financing approval and fire safety resolution.
- 3) Referrals - We understand any open referrals birch+pine received from the office will remain with PSCO.
- 4) The Freight Yard properties are still active Pall Spera listings. Sellers were recently advised of the pending change and are reviewing their options.

The lease for the 9 South Main Street office is in your name and we are prepared to make other arrangements. However, in the event the space is not of benefit to you, we are willing to negotiate a price to take over the lease.

Thank you, again, for your support and friendship. Vermont is a small state, and we look forward to working together with you and all of our PSCO colleagues on future transactions.



Stacey Misenko



Robyn Fulton