

DOUGLAS M. HOBBS

INVESTMENTS

167 Pasquotank Drive
Raleigh, North Carolina 27609
Phone: (919) 787-1525; (919) 787-7376

September 10, 1986

Mr. Phillip M. Johnson
President
Johnson-Hughes, Inc.
4766 Park Granada, Suite 214
Calabasas, Ca. 91302

Dear Phil:

Both Terri & myself would be very happy to give Johnson-Hughes a letter of recommendation.

Our association with Johnson-Hughes Inc. has been unusual because we presently live in Raleigh, North Carolina. One year ago upon completion of architectural plans for our new home in Malibu, my wife and I were referred to Phillip Johnson & Jon Hughes.

From our initial meeting, my wife and I really liked both Phil & Jon. We personally viewed some of their past projects and agreed their work was beautiful in every detail. As we were introduced to former clients we noticed how well received they were and this made us more assured in dealing with them.

They provided us with a very detailed and complete cost breakdown. Their contract showed us exactly what we were getting for our money. The project's budget did run over by approximately \$145,000.00. This additional money was spent on a pool, landscaping and other home upgrades which we later decided on.

The major portion of this project was built while my wife and I were at home in Raleigh, North Carolina. Initially we thought this would be difficult but Phil and Jon kept it very simple and under control. We spoke on the phone regularly and corresponded via Federal Express. Our communication was effortless yet effective.

Only when necessary we would fly to California. We never experienced any real problems, however changes were made on our part. Phil and Jon managed this entire project; finances, revisions, paperwork, recording progress weekly with pictures, and much more. Our project has just been completed in the scheduled time frame and we are thrilled with the result.

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It has been a pleasure working with Johnson-Hughes, Inc. Phil and Jon are very qualified builders. They have my trust and we are looking forward to working with them on future projects.

Sincerely,



Douglas M. Hobbs.

DMH/nj