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CONCORDE REALTY ADVISORS, INC.

October 31, 2003

Mr. Bill Eshenbaugh
1208 S Myrtle Avenue
Clearwater, FL 33756

Re: Land Realtor of America 2003 Award

Dear Bill:

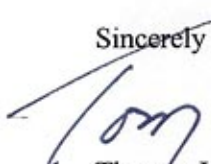
Your beautiful, and very kind, daughter asked me to share a few thoughts for a scrapbook in honor of this award. I am very pleased to do so.

Bill, it has been almost three years since I returned to being a player in the Tampa Bay Market. One of the best decisions I have made in quite a while. And, and a very big "and", it was because of your guidance that I made such a decision. Thanks again my friend. But that is you; you are not only a very professional broker but also a very insightful human being. In other words, a very good person.

But, don't let that go to your head, because you are also a very lucky person. You are blessed to have the friendship and respect of two very special women in your life. Not too many guys have that. You are also lucky to have enjoyed many financial successes over your career, in addition to receiving more awards then I can count. Yes you have been and are very lucky!! However, having said that, I am also reminded of a saying I was told early on in my career, back in 1812, the harder you work and the harder you prepare, the luckier you will be. Bill, you are the hardest working human being I know, and therefore, I can see why you are the luckiest. Having worked with you the last few years, I now know why you sleep so few hours every night. You are always busy, and always productive! And you also wrote the book on playing hard! Wow!

ENJOY this award and all the recognition which goes with it. You have earned it, and are well deserving of it. God bless!

Sincerely yours,



Thomas J. Murphy

LICENSED REAL ESTATE BROKER

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