

Mr. Steve Spears
Prudential California Realty
677 Portola Drive
San Francisco, California 94127

Dear Mr. Spears:

My husband and I met Andrew Herrera eight years ago when our family moved to Forest Hill. I've attended numerous Open Houses Andrew has had, and I have observed how skillful he was, noting "Sale Pending" and "Sold" signs in what seemed only a few days. He struck me as positive and personable: someone we'd like to represent us if we were to plan a move. The time came for us when my husband took a new job in Florida. I've been told one should interview three realtors. We didn't even consider another realtor, and Andrew immediately began the process with us.

When my husband and I were signing the various disclosure papers, I asked Andrew what was his favorite part of his job. He thought a moment and replied that he liked all aspects, especially the Open Houses. Andrew that evening walked through our entire house as I was busy taking copious notes. Our Open House and the Broker's Open were well-attended and I was impressed later at how Andrew handled the three offers. He and I were meeting in a conference room while bringing John, my husband, up to speed in Florida (with its three-hour time difference). Then there was the faxing of numerous papers for John to sign and initial. The phone kept ringing with another of the realtors along with John's many calls. Andrew kept calm and was superbly organized with the numerous papers. I'm happy to report we ended up with *three* offers. We accepted one, along with a back-up. Andrew had created an impressive contract that was tidy and sound which served us well.

I want to conclude by saying that Andrew has a real gift of being professional, with the utmost sense of integrity. He never made us feel rushed, as if he were in a hurry to get to his next client.

We think Andrew is terrific and felt it important to convey our experience to you.

Sincerely,

Cecile F.

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