



WELLS FARGO BANK

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

Dear Steve:

I am writing this letter to inform you of the outstanding level of service that my wife and I received from Andrew Herrera. In the past two months Andrew represented us successfully in buying our new home as well as selling our old home. Through the process, my wife and I developed a strong working relationship and a friendship with Andrew.

As a buying agent and a selling agent, Andrew was an exceptional professional. Andrew understood the market from a geographic level as well as a psychological level. He communicated very well, listening carefully to what we needed and accurately conveying the needs of the other parties to us. Day or night, Andrew always returned our calls promptly. His instincts for keeping a deal alive and moving were accurate every time. Despite some complex and trying circumstances, both of our deals were successfully completed in what seemed like record time. And due in a large part to his efforts, all parties felt they got what they wanted in the end.

Without any reservation, I recommend anyone considering selling their home to work with Andrew.

From our perspective, Prudential is very fortunate to have Andrew on their team.

Sincerely,

Scott T.
Managing Director of Strategic Planning
Wells Fargo Bank