

**Re: Andrew Herrera II  
Prudential California Real Estate  
DRE #01199229**

To Whom It May Concern:

This letter is written not as a polite thank you note or as a pro forma gesture of courtesy. It is rather the heartfelt expression of gratitude and respect.

In an extremely difficult market for sellers and with a gorgeous Maybeck home across the street with a "For Sale" sign already up for more than 6 months, Andrew Herrera managed to sell our home in ten days for more than the asking price. He did this as threats of foreclosure arrived on a twice weekly basis by phone and mail. In a wildly turbulent high tension setting, Andrew negotiated with confidence and elegance. While keeping us up to date with timely calls and emails, he managed to remain remarkably attuned to the very discrepant needs of my wife and myself, who were in the midst of a contentious divorce and not on speaking terms. As a physician who practices psychiatry, I found myself marveling repeatedly at the balance Andrew struck between providing clear direction, sharing perspective and offering gentle support.

To say that Andrew was spectacular would be an understatement. I have told Andrew that I think he missed a career as a high level diplomat. What he did had elements of power-broking, brinksmanship, orchestral conducting and downright wizardry! He interacted with me, my wife and the buyers with consummate professionalism. It is impossible for me to thank Andrew adequately for the manner in which he shepherded us through a frankly terrifying transitional period in which we not only felt, but were very vulnerable.

What a pleasure to realize that real heroes, men that are larger than life, still exist! Andrew hit a home run for us with the bases loaded in the bottom of the 9<sup>th</sup>. It gives me great pleasure to think that someone choosing among real estate agents may read this. If this letter leaves doubt as to the sincerity of its author, I invite anyone with questions about Andrew to call me. I would like nothing more than an opportunity to give back in a small way to someone who gave so enormously – to me, my wife and my three children.

Jonathan M  
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School of Medicine