

San Francisco, California 94111

Stephen Spears
Broker/Owner
Prudential California Realty
677 Portola Drive
San Francisco, CA 94127

Re: Andrew Herrera II

Dear Mr. Spears:

This past September, we enlisted the services of Andrew Herrera to represent us in the sale of our home at 230 Magellan Avenue in the Forest Hill area of San Francisco. We were more than pleased with how Andrew handled the entire sales process including staging our home, managing the showings and the closing. All these factors resulted in a speedy sale, minimum disruption of our life, and a sale price that was well above the asking price. We wish to point out a few of the areas in which Mr. Herrera showed the highest level of professionalism and added a significant amount of value to the process.

- **Sales Strategy**—Mr. Herrera was well acquainted with virtually all of the recent home sales in our neighborhood and was able to speak knowledgeably about the general market conditions as well the Forest Hill market.
- **Pricing**—because Mr. Herrera was acquainted with nearly all of the sales in the area, he was able to intelligently discuss and support the asking price.
- **Home Tour**—Mr. Herrera personally managed the showing of our home, never failing to point out many of the attractive features.
- **Closing**—Mr. Herrera's management of the closing process was excellent. Selling a property today requires a large amount of documentation, disclosures, and buyer/seller statements, which need to be properly and timely executed to ensure they are binding. Andrew's attention to detail in this part of the process was exemplary.

Throughout the process Mr. Herrera was open to suggestions and we felt that he was always working in our best interests. We feel that he should be commended for his work and believe he is credit and a major asset to your office.

Sincerely,

William