

March 5, 2007

VIA EMAIL

Hello Elizabeth,

I am considering using Hannah Abrams as a realtor and was hoping you could give me some info/feedback:

1. Did she have the time to serve you properly? I.e. fit your schedule?
2. Did she set realistic deadlines and meet or beat them?
3. Does self-starter, committed, honest describe her?
4. Did she negotiate a good price for you (was it below the listed price)?
5. Would you use her again?
6. Any other questions I should have asked you?

Thanks for your help and I appreciate your time,

Anthony

---

Dear Anthony,

I apologize in my late response, but I have been sick for the last couple of days and therefore, not checking my email.

1. Hannah was a great realtor, coming from a family whose mother is a realtor herself, I had pretty high standards. Furthermore, my husband and I had a pretty unusual problem that arose during the purchasing phase of home buying. The seller had to obtain a purchase to sell as they were selling the property on behalf of their daughter. I spoke to Hannah almost every single day for 2 months. She was able to guide us and help us understand all the intricacies that arose. Finally, when we thought the deal was going to fall through, it didn't and she kept telling me it wouldn't, Hannah took us out to look at additional properties just to quell our own fears. Both my husband and I work full time, so Hannah took us out on weeknights and weekends. My husband and I wanted to do open houses on our own, so Hannah was great and printed a weekly listing of open houses in our price range the day before so that we could map out our own Open House schedule.
2. I find the second question a little hard to answer. Hannah knew our deadline and was confident that she could help us meet that, which she did, but I feel like this is as much about you as Hannah. After we purchased our place, Hannah had a system all set up with reminder emails and information about each step and when it was due. This was very helpful in keeping us in track and making sure we had everything ready for the closing.
3. I find that Hannah is very committed, honest and a self-starter. Furthermore, I would say that she is compassionate and always makes you feel as if you are her only client. Hannah promptly returns phone calls and emails, and her honesty is something that I have appreciated from the start.
4. Hannah was very helpful in the negotiation part of our home buying. We actually got our home for the asking price. I would say that she did an amazing job, as we knew there were 2 other bids being placed on this home. When we sat down, my husband and I knew that we did not want to pay more than asking price, but we knew that two other people were also placing bids. Hannah advised us to go with the asking price. She then

spoke with the seller's realtor. Hannah definitely has a way with her, and as it turns out the sellers accepted our offer and turned down an offer higher than ours due to the fact that the seller's realtor did not like the other bidder's realtor. Furthermore, after the inspection, Hannah was able to negotiate on our behalf and we ended up getting the home for less than the original offer. All in all, Hannah has a great reputation amongst her peers in the industry and I think this speaks to that.

5. We would definitely use her again. She trekked all over Cambridge, Newton, Brookline and Boston for us, and found us our first home, held our hand when we needed it and was a great ally.

Please feel free to ask additional questions if you think of them, but I definitely think that Hannah was a great realtor and I would recommend her to anyone.

Thanks and again I apologize for my tardy response.

Elizabeth

Elizabeth Lamdin Pawlowski  
Leadership Gifts  
Harvard Law School Alumni Center  
125 Mount Auburn Street  
Cambridge, MA 02138  
p. 617.496.0310  
f. 617.496.0309  
e. [epawlowski@law.harvard.edu](mailto:epawlowski@law.harvard.edu)