

Amanda LaRose & Michael Durwin

15 Bellvista Road #1

Brighton, Ma. 02135

When my husband Michael and I finally completed our total kitchen renovation the last thing that we expected to do was to put our condo up for sale. In hind sight it wasn't at all surprising to attend an open house and find it the next "home of our dreams", and that is exactly what happened. We would often visit open houses in the immediate neighborhood when we were looking for something to do or were out doing errands. Sometimes it was to help us judge the value of our property, sometimes just to see what other people did with their space. Lo and behold, one Sunday afternoon, we went to an open house and found a property that we thought we still a while from looking for. It was the right size, the right price and the right location. We wouldn't even have to collect new take-out menus!

We decided that we better start interviewing realtors, because we, like so many others, needed to sell our condo in order to buy the next one. We felt that because we are both working professionals with a dog and a bird and a healthy social life that it would be helpful for us to find a realtor that would not only help us ready and sell our current condo, but also to help us contract and buy the new one. We needed to do it quickly too. The property we wanted had already been on the market for a couple of months!

The open house we attended was on a Sunday, and by Monday we were researching and making calls to realtors. One of the realtors we called was Hannah Abrams. Hannah had recently sold a unit in our building and we had recalled meeting her at a few open houses that we had visited in our neighborhood. We had always remembered her as being professional and courteous and our neighbors had nothing but wonderful things to say about their experience with her as their realtor. Hannah was the first realtor to come to our home to meet us not only because she was the most responsive to returning our phone call but very accommodating to our hectic schedule.

She met with us at our home to evaluate what we had to sell. Even though my timid dog barked at her a bit, Michael and I had an immediate connection with her and the conversation was informative and constructive. She listened to our needs and we could sense that she

understood how important not only our goal was to us but how important the process was. She didn't listen as a stranger or a person doing business, but as a friend and ally. She spent a great deal of time with us and pointed us in the right direction of what we had to do to prepare our condo for sale. It proved to be an important step in getting people interested quickly for a fair price. We did continue with the interview process and are happy that we did as it made us feel more confident in our initial gut feeling that Hannah was the right realtor for us. We had already been through the process of buying a home, but we didn't understand what it would take to sell a home, and because Hannah prides herself on being a specialist for first time home sellers the fit was even better.

The road got bumpy along the way, as real estate transactions can often be, but Hannah was there to smooth the path for us. Her dedication to the intricate process and our personal needs was unwavering, despite the fact of a sudden personal hardship she was also dealing with. We found ourselves saying on so many occasions that we were so relieved that we had chosen to work with her because she made a complex and emotional transaction easy to understand and very exciting. She forced us to remember that even though there are a lot of demands on the home seller and buyer that it was the beginning of a new chapter in our lives, filled with thrilling prospects that we should be embracing and enjoying.

Needless to say, we were successful in selling our condo quickly and for a fair price and also successful in turning that around into buying the condo that we fell in love with. Michael and I have been living in our new condo and making it our home for a few months now, and we still to this day talk about how Hannah made this whole process not only possible but relatively painless and how we feel fortunate to have met her. She is still one of the most up front, honest, sincerely involved, professional, smart, charismatic people we have been lucky enough to do business with and the rest of the professionals out there have their work cut out for them to match her integrity. Michael and I sincerely hope that you have found our letter of recommendation helpful in making the right decision in choosing Hannah Abrams to work with in selling or buying a home. Our philosophy is that when you find something great you must share it with others.

With Warmest Sincerity,
Amanda LaRose & Michael Durwin