

Jeff Morganstern,
Coldwell Banker,
426 Boston Post Road,
Weston, MA 02493.

SUSAN
FANTASTIC
JOB!
Jeff

Dear Mr Morganstern:

I am writing to acknowledge the hard and relentless work that Susan Yahn recently completed for us with the sale of my parents' house in Wayland. I first met Susan last spring when we were contemplating the sale of our family home. Susan was patient and painstakingly thorough to educate us with what we needed to do to get this house ready for the market. She was very sensitive to the emotions we carried with us but also made us see the reality of selling a house that had never been upgraded.. Susan showed us charts and data that made it clear what we could expect in a down economy. She also showed us comparable homes and what they were selling for and helped us to see what buyers wanted.

By late summer, Susan offered us an option to rent the house for ten months with the hope that by spring we would have a better market. Susan matched our needs with a family in Wayland who had to quickly rent a house. Almost effortlessly both parties had a chance to gain from the situation.

In March Susan set up a schedule to get the house ready to be sold. She was competent and always made herself available to answer our questions. Besides being very personable I always knew she had our best interests as her priority.

Our house was sold last week on June 24th. I will eagerly recommend Susan Yahn to everyone I know who may be buying or selling their home

Sincerely,

Debby Paddock

Debby Paddock
278 Wood Street
Hopkinton, MA 01748