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June 22, 2019

To Whom It May Concern:

I am writing this letter to recommend Sheila-Anne Teisher. I first must disclose that we have used Sheila-Anne for various properties we have both purchased and sold over the last twenty plus years. She has always provided personal service where at the end of the transaction you are convinced that the deal could not have been completed without her care and attention.

In this case we were selling our home in Palos Verdes. In this transaction (as with others we have had with her), we discovered that her work is not just in getting a buyer for the home. Sheila-Anne first participates in getting the house ready for sale. Our home was a large 4300 square foot house that we had lived in for 15 years where there was a good amount of deferred maintenance that needed to be done prior to sale if we wanted to get the price we were looking for. Sheila-Anne has great tradesman that she uses for painting, roofing, electric, etc. All of her recommended vendors and tradesman are top-notch and typically the least expensive when bidding against others. When we would send a job out for bid (painting, roof repairs, woodwork, electric etc.), Sheila-Anne was fully in charge of contacting everyone, meeting them at the house, and coordinating all aspects of getting their bid and then overseeing the work. Since I was working and often not around during work hours, her ability and willingness to deal with this aspect of the preparation for sale was invaluable.

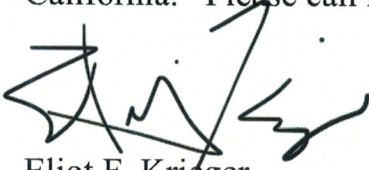
When we did put the house on the market (which was strategically managed by Sheila-Anne), she had all aspects of marketing covered. Although I was a little concerned about the fact that over the twenty years I have known her, the world has changed and much of real estate marketing is now on-line, Sheila-Anne handles that aspect extremely well. We constantly had the most views of any home in our area on Zillow. Sheila-Anne knew how to get us the most clicks on other on-line media. She also did the traditional newspaper ads and had non-digital media covered as well. She also coordinated getting a great drone video for the house that was put up on social media. Sheila Anne also coordinates when to have the brokers' open versus the public open houses for the maximum exposure and personally attended every open house.

Sheila-Anne's biggest value to us was after we had an offer, getting us from the opening of escrow to close of escrow. There were quite a few bumps in the road. For example, there was some mold found and need to be remediated which added weeks to the closing. Sheila-Anne was masterful in both coordinating all aspects of work to get the house closed, and in handling

the buyers to make sure that no one walked. In addition, there were various things the buyers wanted done – all of which Sheila-Anne coordinated masterfully.

To put this in perspective, we did initially consider a discount agency, such as Purple Bricks to save money on the commissions paid. I am very grateful we did not go that way. I am convinced that without Sheila-Anne's personal involvement both in the preparation of the house for sale, and, most importantly, in her dedication during the period between the opening and closing of escrow, the house might still be on the market. It took her dedicated hard work and know-how in having done it for so many years that made the process smooth for us on our end. Ours was not an easy sale and someone less experienced would have required that I do a lot more than I did, and the sale might not have gone through. You will find that Sheila-Anne is worth everything she receives from the sale.

I can highly recommend Sheila-Anne for either purchasing or selling real estate in Southern California. Please call me if you have any questions.



Eliot F. Krieger