

## UNIVERSITY OF CALIFORNIA, LOS ANGELES

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To Whom It May Concern:

We are writing this letter to recommend Hugh Borax as a realtor. We recently purchased a home in Los Angeles and Hugh represented us. Hugh did an excellent job, and we got the house we wanted at the best possible price. He prepared our offer and handled all of the negotiations expertly. He even guided us through a potentially difficult change in escrow, after we found a home which better suited our needs. We got a great house in Bel Air at a fantastic price, and the rebate Hugh was able to offer us was substantial. We have worked with several full service brokers in the past and Hugh did as good of a job as any real estate professional we have used in the past. In fact, Hugh was much more helpful than the full service brokers we had interviewed and worked with in Los Angeles. The market analyses and advice he provided was sound and we were very pleased with the outcome.

We have found over the last year that many if not all realtors will negotiate their commission rates (except for a few who are so arrogant they think they can bully you out of asking for a rebate or concession). Hugh's service made it easy because the terms are upfront and extremely competitive. We were much more comfortable not having to negotiate regarding the buyers agent commission, and given the purchase price of homes in the Los Angeles area the service Hugh offers is a win/win situation for both buyers and buyer's agents. Given our experience we highly recommend Hugh and have forwarded his name to several of our friends and business associates. We will definitely use his services again for real estate transactions in the Los Angeles area and think he provides a valuable service. Please feel free to contact us if there are any additional questions.

Sincerely,

A handwritten signature in black ink, appearing to read "H Bernstein".

Helene Bernstein, M.D., Ph.D.

A handwritten signature in black ink, appearing to read "George Gluz".

George Gluz, M.D.