



Maureen Bensing  
Twelve Medical  
199 Jefferson Drive  
Menlo Park, CA 94025

Paul Hulme  
Alain Pinel Realtors  
12772 Saratoga-Sunnyvale Road  
Saratoga, CA 95070

11-January-2013

Dear Mr. Hulme,

It is with absolute pleasure that I write this letter about Stefan Walker, who I have used as a realtor for over 15 years. In 1998, when my then-husband and I were looking to purchase our first home, we were new to the Bay Area and knew very little about home buying. I searched the newspapers endlessly for open houses, looking to find something we could afford. By sheer chance, fate (or both), I came across Stef's name in an ad and called him to ask about the house. He agreed to show it to us the following weekend and, although it was not the house we ultimately ended up buying, he helped us find our first home and we've remained in contact with him ever since.

Since that time, Stef has helped me purchase three homes and sell two. He has also become a reliable sounding board for me on everything home related – including home improvements to increase re-sale value, home repair issues, landscaping, and interior design. Stef is extremely resourceful. Even now, after I've been a home owner for over 15 years, I still email him for a contact or his advice. It is obvious that he loves his job, but it also helps that he has been in this business for such a long time, is a native to this area, and genuinely cares about his clients.

I have found Stef to be an amazing listener, another one of the reasons he is so great at what he does. Each time I have found myself looking to purchase a home, it has been under different circumstances with different requirements to meet my needs. Stef is wonderful at asking the right questions to narrow down the search, and is extremely patient in helping to find the 'perfect' home. My last home was bought shortly after going through a divorce. Stef was so thoughtful about my situation, and was extremely helpful making sure I was in a home that worked for me and my kids. He really went out of his way on numerous occasions to be sure I understood everything about the home before escrow closed. It is almost one year later and I am so thankful for our new home and for everything Stef has done for us.

When selling a home, Stef is a tremendous asset. He knows the housing market better than anyone I know and really understands what shows well to potential buyers. Stef did an amazing job helping to stage the house, directing money where it mattered most. As a result, both my homes were sold for above asking price, with multiple offers.

I have recommended Stef's services to many friends over the years and they also have been absolutely satisfied with the service and care he provides. Many of my friends have used him multiple times and would agree that he is one of the best in the business. Honestly, I wouldn't commit to any major home decisions without consulting him first.

Sincerely,

Maureen Bensing  
Director of Quality Assurance, Twelve Medical