

Letter of recommendation

To whom it may concern,

I write this letter of recommendation for Stefan Walker from Alain Pinel Realtors (408.209.6100) that has helped me and my family in an outstanding way in eventually finding a new home in the \$5 million range in Los Altos Hills, as we moved from Sweden to California in 2015.

Stefan came highly recommended to us from a colleague and close friend that is a serial investor in real estate across the world, with the highest requirements of anyone I know, and lived up to every bit of his praise.

I can personally offer a long list of examples of what impressed us in our many interactions over more than a year, including;

- He is very knowledgeable of market trends and can translate uncertainties into key choices we can make to best fit our needs.
- He is a good listener and managed to hone in quickly on what we liked, while challenging us and helping us see through superficial flaws on some properties that held real potential.
- Stefan continuously engaged with us during 12 months to screen the market and introduce us to the right neighborhoods and types of houses.
- Together, we jointly screened in the order of 100 houses to find the one we finally settled for, and he joined us in person to see almost 30 of them.
- When we found targets on Zillow or Trulia that we thought looked interesting, he could often describe them from memory and advise us which were really worth visiting, which saved a lot of time.
- On several occasions, he found objects through his contacts well before they appeared in public media.
- Stefan discouraged us from overpaying for one property that we were ready to buy, which we thank him for in retrospect. When the deal fell through in the last minute, he even helped us find and negotiate for a temporary rental until we found our dream house.
- He effectively represented our final offer and helped us win the competitive bidding even though we could not make an "all cash" offer.
- Other agents we have interacted with speak with respect and appreciation of Stefan, which helps in making attractive offers.
- Stefan walked us through all the details and paperwork, with a pragmatic view on what really mattered that helped us save time and effort.
- After the deal was closed, he remained very close for months and helped us pick contractors for the renovation and gave good advice about budgets and the potential of the property.
- He was there with us when we took possession of the house and even bought us a wonderful and very impressive moving-in gift.
- On top of everything else, Stefan is a very gentle and nice person that the entire family enjoyed spending so much time with.

I can highly recommend engaging Stefan for anyone looking to find a new home, as he exceeded any expectation we could imagine.

If helpful, feel free to reach out to me directly for any input you may require if you are considering engaging with Stefan – you will not regret it!

Best Regards,

A handwritten signature in black ink, appearing to read 'Pär Edin'. The signature is fluid and cursive, with a large initial 'P' and a long horizontal stroke at the end.

Pär Edin
Vice President
Cisco Systems
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