

Laura & Timothy Burr
290 Grove St. #9
Auburndale, MA. 02166

Michael Mirabile
Prudential Gibson R.E.
556 Tremont St.
Boston, MA. 02118

September 18, 1996

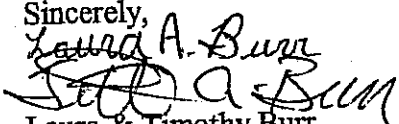
Dear Mr. Mirabile:

My wife and I would like to take this opportunity to personally relay to you our tremendous satisfaction with regards to our dealings with Prudential Gibson Real Estate in general and with your broker Steve Cohen in particular. We recently sold our condominium, located at 150 Worcester St., and the difficulties associated with the various prospective buyers, and especially with the ultimate buyer, are far too numerous to mention here. Suffice it to say, that, from our perspective, if all potential buyers are like the ones to whom we just sold, then we will spend the rest of our lives as renters!

Having said that, I can unequivocally assure you that had it not been for Steve's efforts, this sale would never have come to fruition. Our deal had reached what we thought was an insuperable barrier. Consequently, we informed our attorney that we no longer wished to negotiate with these people and since the date for a mutually acceptable Purchase and Sale Agreement had passed, we intended to place the unit back on the market. At this point, the respective attorneys were barely speaking, much less agreeing on anything and it would have been impossible to overstate the personal contempt, disgust and distrust that my wife and I felt for the buyers. Confined to his home with the mumps, Steve somehow kept the lines of communication with us, on vacation in Maine, and the buyers open. He then managed to get both parties to agree to the terms of a Purchase and Sale Agreement. This was essentially the same agreement that had somehow managed to eluded the attorneys for more than a month.

This deal had a sheet pulled over its head, a toe-tag on and the last rites had been administered, and Steve was able to breathe life back into it and resurrect the sale. His effort and ability to bring two warring factions to a reasonable agreement are what make him a tremendous asset to any real estate transaction. He managed to get both sides to forget personal differences long enough to hammer out a business transaction, which is ultimately what all involved wanted. In plain and simple terms, Steven Cohen is a deal maker! For this reason and this reason alone, if we decide to move back into Boston at some point in the future, we will do so through Prudential Gibson, provided that that is still what is atop Steve Cohen's business cards.

Sincerely,


Laura & Timothy Burr