

Lawrence S. Abeln  
718 Church Street  
San Francisco, CA 94114

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To Whom It May Concern:

I am writing to recommend Steve Cohen as your listing agent. I founded The South End Corporation in Boston and began purchasing and renovating properties in 1994. I also served from 1994-1999 as the Director of the MBA at the Massachusetts Institute of Technology (MIT) Sloan School of Management before becoming the Associate Dean at Georgetown University in 1999.

Steve has represented me as an agent since I first purchased a multi-family unit in Boston's South End over a decade ago. I estimate that he has participated in approximately 50-60 real estate transactions as my representative, so I have a good knowledge and understanding of his work.

Steve is highly professional, polite, professional and has a terrific understanding of the Boston real estate market. He can effectively communicate to prospective buyers the benefits of ownership, of opportunities for space and provide important comparable data for making decisions. Most importantly, he is able to give you a sense of confidence about your decision.

His sales volume over the past decade demonstrates his consistently high performance and his ability to both market and sell properties. He is absolutely one of the best Boston real estate agents and I would highly recommend him to a prospective buyer or seller. He is a winner!

Sincerely,  
Lawrence S. Abeln