

REFERENCE LETTER

## 推荐信

今天我刚喜迁新居，激动兴奋之余，想与大家分享我愉快的买房经历。不久前我在网上看到了有一处公寓出售，打电话给卖方的经纪人 *Stefan Gerber* 先生，约定次日看房。跟 *Stefan* 谈话时，我感觉他很专业，具备丰富的行业经验，了解房地产市场动态和房屋价格以及区位特点。事后得知，原来他的父亲也是房产经纪人，*Stefan* 从小耳濡目染，如今已有相当可观的业绩。

当即，我就与 *Stefan* 签订了《双重代理协议》，事实证明买卖双方共同的经纪人比各自有经纪人更能推动交易。当卖方与我的谈判陷入僵局时，*Stefan* 客观地、巧妙地化解了矛盾，比方说：分批 *Subject Removal*，或者是根据具体情形适当地增加买卖合同的条款等等。有时候，我感觉 *Stefan* 就象一位心理学家，准确地把握着买卖双方的心理，并且他人幽默，办事效率极高，跟他见上一面你就会发现他就是个天生的房产经纪人！

*Lucy SUN*

REFERENCE LETTER (translated by Google)  
Letters of recommendation

Today, I just 喜迁新居, emotional excitement, we want to share with you my experience a pleasant home. Not long ago I saw online there is an apartment for sale, the seller's agent called Mr. Stefan Gerber, agreed showings the next day. Conversation with Stefan, I feel he is very professional, with extensive industry experience, know the real estate market and housing prices and locational characteristics. Later learned that his father is also a real estate broker, Stefan influenced from an early age, there is now considerable performance. Immediately, I signed on with Stefan "dual agency agreement", the fact that buyers and sellers together to prove the broker agent has more than promote their own transactions. When the seller in negotiations with my time, Stefan objectively and skillfully resolve the contradictions, for example: in batches Subject Removal, or is based on the specific circumstances of an appropriate increase in the terms of a contract for the sale and so on. Sometimes, I feel like a psychologist Stefan and accurately grasp the psychology of buyers and sellers, and others humorous, and very efficient, with the side of him you see him you will find is a real estate agent born!

Lucy SUN