



**PARAGON**  
REAL ESTATE GROUP

1593 North Point Street  
San Francisco, CA 94123

Phone: 415.738.7000

March 14, 2017

Scott Robinson  
Robinson Real Estate

RE: 1445 4<sup>th</sup> Street, Berkeley, CA – Charyn Auctions Warehouse Berkeley

Dear Scott:

I am writing this letter to express my gratitude in your finding and negotiating a great location for my husband, Ronald Charyn, and his business, Charyn Auctions Restaurant Supply.

When the property that my husband's company occupied was sold, we had to relocate from its former location in the "hot" Mission area of San Francisco. Since I work as a residential agent for Paragon Real Estate Group and have been selling high-end condos and houses in the greater San Francisco area for a long time, I toyed with the idea of acting as an agent and representing Ron myself. We tried to find a suitable location in the East Bay, from Oakland to Richmond, but I quickly recognized the need to bring in an expert for the property type and the area. Ron needed a warehouse—which was somewhat out of my expertise—in the East Bay—an area I was not very familiar with. I decided against representing my husband alone and searched for a commercial/industrial broker to represent Charyn Auctions Restaurant Supply. Thus, I researched on the internet and talked to other commercial companies in the area, and repeatedly came across recommendations for Robinson Real Estate. Assured by Robinson's reputation, I concluded that it was a company we could trust, and reached out.

Ron and I were delighted when we finally met Scott and Ben. They were both personable and very knowledgeable of the industrial market in the area we were interested in. We worked together for months, looking at and making several offers on several sites, but due to a tight market and good economy, we did not find a new location right away.

If you ask any successful person in real estate, they will tell you that persistence is a major key to making deals—Scott and Ben obviously know this, as they never gave up during the process. After months of searching, we discovered a warehouse on 4<sup>th</sup> Street in Berkeley, near high-end restaurants and shops, where we finally leased an 8,000 sq.ft. warehouse outlet at a great price below the market!

I particularly liked that Scott and Ben were more than willing to drive to San Francisco to present our offer in person. They believed in and made an effort to make human connections, even in a digital age where most communications could be done digitally. In addition, I appreciated that Scott

and Ben invited my husband Ron and me to actively participate in the negotiation, rather than taking full control over our leasing arrangement.

In the end, I'm glad I didn't take on the task alone. I had a great experience with Scott and Ben. If you are looking for a Broker and Agent in the East Bay, I highly recommend Robinson Real Estate for getting the job done. You won't be disappointed!

Sincerely,

A handwritten signature in cursive script that reads "Carolyn Adducci".

Carolyn Adducci  
Paragon Real Estate Group  
1593 North Point Street  
San Francisco, CA 94123  
415-531-9797