

Roberts Family Trust

8008 Little Borax Lake Road
Kelseyville, CA 95451

January 22, 2014

Scott Robinson
Robinson Real Estate
1720 Shattuck Ave.
Berkeley, CA 94709

RE: 919 Stanford Ave, Oakland

Scott,

I am writing this you this letter to thank you again for your unparalleled service in getting my family's industrial building in North Oakland (formerly my father's printing shop) leased with an option to purchase.

As you are aware, when the print shop was closing down, you contacted us and provided evidence to our family that you had sold and leased most of the industrial buildings in the immediate area for other clients of yours.

From the very beginning you acted in a professional, organized manner and immediately recommended certain items to be addressed, such as landscaping, painting, environmental review, etc. to make the property more marketable. And because we were out of the area, you were willing to take the time and meet these professionals to get this job done, as well as meeting with a local real estate attorney you recommended whom we found quite helpful.

Lastly, through you connections and efforts, you were able to procure us not only a structured lease option from an Oakland developer who will provide us monthly income for our estate but also revitalize our family property to a modern standard. Even after completing the deal in September of 2013, you continued to help us by answering questions about property tax and insurance questions, as well as recommending professionals who could further answer our questions.

Thank you for all your efforts and we will certainly turn to you in the future should we need more industrial real estate services.

Sincerely,



Valerie Donelson, Trustee