

Hung Family Trust

P.O. BOX 616

Berkeley, CA 94701

(510) 548- 5960

January 22, 2015

Scott - I am writing this letter today to tell you how truly happy I am with the results of your business efforts working for my Family's Trust.

Scott, as you know I met you some 20 years ago when you were out networking and trying to gain new business relations and accounts. I was impressed with your energy and positive approach and I thought that someday if I were ever to sell our Family's 15,000 sq. ft. warehouse in West Oakland I would call upon you to handle the sale.

As you are aware I approach you in the Spring of last year, 2014, to market my building. Early in the marketing curve you and, your associate, Ben were excellent in getting industry inspection experts to obtain bids of corrective work that might be needed to the deferred maintenance and age of our building. You obtained on our behalf reports of: roofs, sprinklers, environmental, seismic, electrical, etc. so we would have full knowledge of the defects of the building that might concern any buyer coming to the table in negotiations.

As of the start of marketing you brought 22 parties through said property within days. You and Ben also personally cold called and approached all local businesses within the immediate blocks of the property .Within one week you had 8 offers through the door.

Naturally, I gravitated towards a few offers that were the highest dollar amounts. However, you cautioned me and showed me some of the flaws and concerns in potential liability that may be associated with the highest offers. In the end we accepted a slightly lower offer, however, we went with a solid Oakland based business which had already purchased another warehouse in the area. You stated that you knew their Brokers and that they as individuals and their company were reputable and that we should work with them to get the sale completed.

In closing from day one you and Ben handled every aspect of the transaction, remained calm and professional throughout the process and created a great cash flow/income stream for our Trust.

I have already recommended you and Ben to a few other business entities I know.

Sincerely,



Bob Hung