



F. Scott Tonges

Business Resume & Client Letters of Recommendation



One page biography

Sample Transactions

Colorado Dept of Real Estate Training Approval Letter – 4 Hr Continuing Ed course for agents

Course Products Summary

Formerly Managed Properties List

Commercial Client Letters

Residential Client Letters

PO Box 4882 / Pagosa Springs, CO 81157

PropertyTrust@frontier.net / 970-731-4421



SOUTHWEST PROPERTY TRUST INC.
MERRANO BUILDING
PO BOX 4882
PAGOSA SPRINGS, COLORADO 81157
www.SouthwestTrust.com



F. Scott Tonges – President – Southwest Property Trust, Inc

Named among the top 25 commercial real estate brokers in the U.S. during his 8 years with the nations largest commercial brokerage firm (now CBRE – CB Richard Ellis) out of 1200 agents, Scott began his commercial real estate career in 1976. He has been involved in brokering real estate transactions involving every type of commercial income property: office buildings, shopping centers, apartments, medical buildings, industrial properties, and both full and limited service hotels. He spent one of his 7 years with CBRE (then Coldwell Banker Commercial) as vice president and regional director of apartment property marketing and was responsible for the training and activity of apartment investment brokers in Houston, Dallas, Miami-Ft Lauderdale, Atlanta, & Chicago.

In 1983, as CEO of Polestar Corp. he developed a 5-building, \$3.2 million office building project in Houston. In 1985, during the Houston oil down turn, Scott founded his own firm, Tonges-McKelvy. The firm was devoted to commercial and apartment property management. It grew from 2 persons to 100 employees between 1985 thru 1990. The firm managed 554, 507 SF of commercial properties and 1,867 units of apartments in 5 cities – Austin, Houston, Las Vegas, Dallas & San Francisco. Their clients included Texas Commerce Bank, Connecticut Mutual Life Insurance Co, Apple Bank for Savings (New York). In addition to management, the firm oversaw development of a Burger King and a Savings & Loan building for CB Institutional Fund and Friendswood Savings, respectively. He has exclusively represented many private investors and institutional investors in commercial transactions including the commercial real estate investment divisions of Deutsch Bank, Imperial Bank Canada, & Merrill Lynch-Hubbard. This included direct sales, investments, and REO properties. He was regional director of acquisitions for R&B, a Los Angeles based private firm with \$1 billion in holdings including 22,000 apartments. He has been involved in commercial transactions of every type from small properties up to a \$ 225 million trophy mall.

He later joined Grubb & Ellis, the nations' second largest commercial real estate brokerage firm. He was named as a Senior Associate there. In addition to investment sales in the southwest, he expanded his activity to include lodging property sales and has been involved in transactions across the country.

Today, Scott is involved in private investment, writing books, newsletters, and creating investor & agent training courses on income property investment. His consulting helps active and passive investors develop cash flow portfolios: from advisory to Done-4-U involvement. He's the creator of the CashCowRealtyAcademy.com & teaches a state approved continuing education course for real estate agents on income property investment & analysis.

He & his wife, Betty, have been licensed private pilots for 19 years. He graduated from Trinity University (San Antonio, TX) with a B.S. degree in physics. He worked for NASA & the Jet Propulsion Lab during the Apollo 11 moon landing. He is a licensed real estate broker in Colorado & teaches state approved, for credit courses in real estate investments to brokers. [A packet of client letters is available upon request or see them at www.SouthwestTrust.com](http://www.SouthwestTrust.com) (then "ABOUT" tab at top)



Colorado Office 970-731-4421 Email: propertytrust@frontier.net www.SouthwestTrust.com

The following sales were brokered by F. Scott Tonges

Representative Transactions 1976-1981

Property	Type	Amount
Colonial Durham (155 units)	Apartments	\$1,607,000
Big Bend (161 units)	Apartments	\$1,935,000
White Oak Villa (76 units)	Apartments	\$645,000
Ramblewood (136 units)	Apartments	\$2,190,000
Westbury Square (195 units)	Apartments	\$4,260,000
Country Squire Village (361 units)	Apartments	\$4,900,000
Prestwood Plaza (20 units)	Apartments	\$300,875
Chateau Orleans (103 units) Port Arthur, Texas	Apartments	\$1,444,382
Sussex manor (118 units) Orange, Texas	Apartments	\$1,868,219
Camden Green (364 units)	Apartments	\$6,214,000
Fountainview Trace (362 units)	Apartments	\$5,720,000
Woodway Square (853 units)	Apartments	\$20,350,000
N.W. Corners/El Mirador (705 units) Houston/San Antonio, Texas	Apartments	\$7,900,000
Bellaire Village (32 units)	Apartments	\$1,250,000
FM 1960 (10,500 SF)	Office	\$637,500
OB-Gyn Clinic 45,000 SF + Hospital Parking Garage	Medical Office	\$6,950,000
OB-Gyn Net Lease (22 years)	Medical Office	\$9,750,000
Schroeder St. Apts (56 units)	Apartments	\$160,000
Marlive Apts (18 units)	Apartments	\$350,000
FM 1960 E (128,744 SF)	Shopping Center	\$4,395,000
Heights Apts. (46 units)	Apartments	\$860,000
World Houston (2.58 ac)	Land	\$251,000
San Felipe/Voss Tower (176,000 SF)	Office Building	\$13,000,000
Tidwell Apts (225 units)	Apartments	\$4,600,000
Jungle Walk Apts. (398 units)	Apartments	\$6,853,000
Carter's Grove (152 units + retail)	Apartments	\$2,194,000
Masoneilan Site	Industrial Land	\$289,110
Metro/Sale Leaseback	Warehouse	\$4,700,000
Summerfield (110 units)	Apartments	\$1,100,000



C

COLORADO

Department of
Regulatory Agencies

Division of Real Estate

1560 Broadway, Suite 925
Denver, CO 80202-511

F. Scott Tonges
F. Scott Tonges
PO Box 4882
Pagosa Springs, CO 81157

August 22, 2017

Dear F. Scott Tonges,

The real estate education course application you submitted for "Income Property Investments" has been approved for 4 hours of real estate continuing education credit towards license renewal.

You may provide each student with a copy of the enclosed certificate, or you may provide any other form of course completion certification, as long as it meets the requirements of Commission Rule B-10. If you use your own course completion certificate, please make sure that certificate includes the course number. Failure to do so may result in the credit being denied. If you use our REC-35 certificate, please complete, sign, and date the certificate after the course requirements are met. Please do not pre-sign or sign blank certificates without the individual student name and date entered thereon.

As the provider, you must keep course outlines and records of attendance for a period of four years. Please reference the below Course Approval Certificate # for any changes or corrections you need to make to this course.

Sincerely,

Richard DelValle
Colorado Division of Real Estate

Encl: Course Approval Certificate #8032





COLORADO

**Department of
Regulatory Agencies**

Division of Real Estate

1560 Broadway, Suite 925
Denver, CO 80202-511

F. Scott Tonges
PO Box 4882
Pagosa Springs, CO 81157

December 19, 2014

Dear **F. Scott Tonges**,

The real estate education course application you submitted for **“Income Property Investments”** has been approved for **4** hours of real estate continuing education credit towards license renewal.

You may provide each student with a copy of the enclosed certificate, or you may provide any other form of course completion certification, as long as it meets the requirements of Commission Rule B-10. If you use your own course completion certificate, please make sure that certificate includes the course number. Failure to do so may result in the credit being denied. If you use our REC-35 certificate, please complete, sign, and date the certificate after the course requirements are met. Please do not pre-sign or sign blank certificates without the individual student name and date entered thereon.

As the provider, you must keep course outlines and records of attendance for a period of four years. Please reference the below Course Approval Certificate # for any changes or corrections you need to make to this course.

Sincerely,

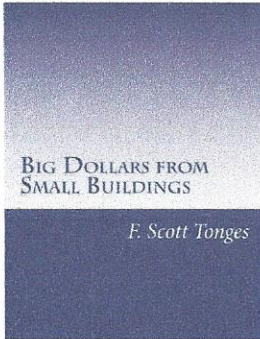
Richard DelValle
Colorado Division of Real Estate

Encl: Course Approval Certificate #5291



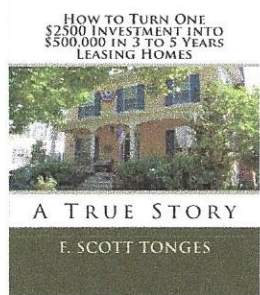
Cash Cow Realty Academy Training Products

Named among the top 25 commercial real estate brokers in the U.S. by the nations largest firm (CBRE), Scott Tonges distills 40 years of observing successful clients, building a 5 city commercial property management company, and investing personally into a simple 3-step plan to **start without cash or credit, earn seed capital, buy your first income property, then use that one to buy many and create lifetime income.** **Learn to invest at a distance, in all income property type, and work part time.**



Big Dollars from Small Buildings

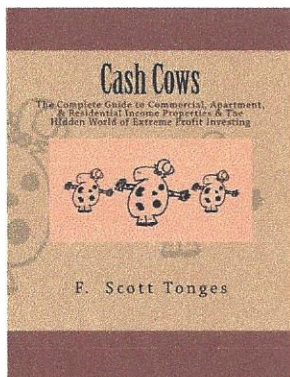
An introduction to making money from nothing, without banks, cash or credit, then how to profit from properties by control without ownership. Learn the simple transition from homes to commercial income properties and how all income properties follow the same simple formula. The “Cliff’s Notes” of smart real estate investment. **Available on Amazon.com**



How to Turn One \$ 2500 Investment into \$ 500,000 in 3 to 5 Years Leasing Homes

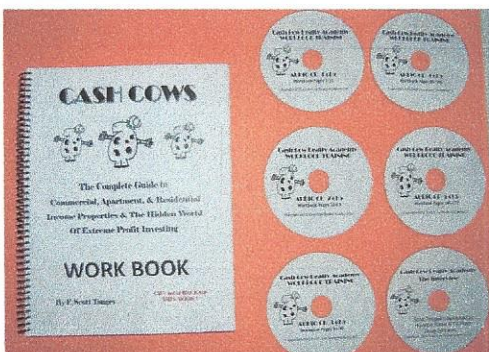
A step by step guide to how I found deals, tenant buyers, marketed the homes and profited without ownership, all from 200 miles away.

Available on Amazon.com



CASH COWS—The Complete Guide to Commercial, Apartment, & Residential Income Properties & the Hidden World of Extreme Profit Investing

A detailed guide to every form of income property type, how to understand them quickly, make offers, inspect them and profit from them. Includes real world examples, stories you’ll benefit from, all about loans, & 25 low & no money down methods. 222 Pages. **Available on Amazon.com**



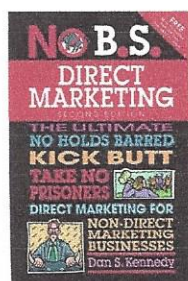
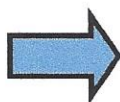
The Cash Cow Complete Home Study Course

A monthly subscription that includes **all three of the books above**, a 188 page **Workbook** (only available with the course) & **5 CD’s** in which I take you page by page through the workbook and real world deals for a deeper understanding. Included is a **bonus CD**, a **Monthly Webinar & Call In** and much more to get you started. Go to:

Www.CashCowAcademy.com — then “Home Study” tab

A Step By Step Training Series

CD’s/Books/Lessons



TONGES-McKELVY INC - MANAGED PROPERTIES

F. Scott Tonges was President and founder of the company, formed in 1985, based in Houston, TX. The company managed, supervised, arranged construction modification and rehabilitation as well as handled all marketing, tenant relations, and leasing, and developed on a fee basis.

Clients included Texas Commerce Bank, Coldwell Banker Institutional Fund, Connecticut Mutual Life, Franklin Realty and included properties in Houston, Dallas, Las Vegas (NV), and San Francisco.

Portfolio (All are Houston, TX unless otherwise noted)

Apartments

Amberton 244 units	Coldstream 50 units
New Westbury Village 187 units	Princeton Manor 190 units
Summerfield 110 units	Picadilly Place 176 units
Bayou Bend Townhomes 71 units	Country Squire Village 361 units
Parkway Green (Dallas) 208 units	Topaz (Las Vegas) 270 units

Office/ Industrial / Medical

Bali Park III Office Bldgs 50,000 SF	American Savings Bldg (San Fran) 120,000 SF
9050 Emnora Office 14,000 SF	Two Bali Park Office 55,000 SF
Medical Center Del Oro 66,000 SF	450 Pacific Offices (San Fran) 24,507 SF
Expressway Central Off-Svc 80,000 SF	

Retail

Kempwood Plaza Shopping Center 110,000 SF
Village Plaza Shopping Center 35,000 SF

Developments

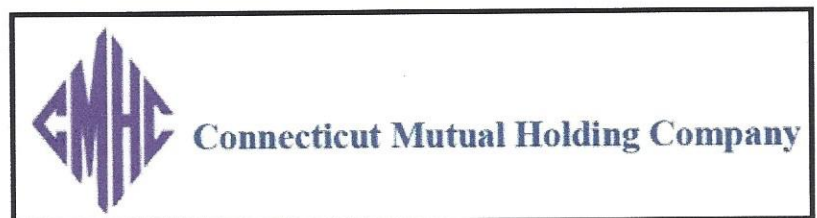
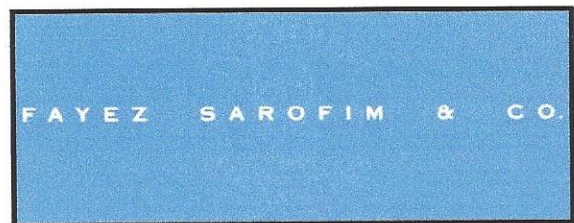
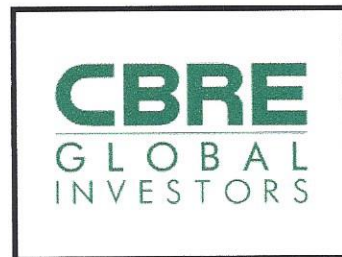
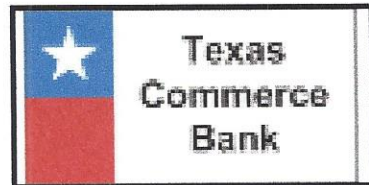
Sylvanfield Commons Office Condominium (35,000 SF - \$ 3.2 Million)
Burger King Facility (fee development)
Friendswood - Savings & Loan Building (fee development)



Scott Tonges has been a paid consultant, paid representative or property management provider to numerous private investors and institutional investors, including those noted below. Today, he assists investors in small income properties by providing home study courses, coaching, and done-4-U investing, both for individuals and partnerships.

Learn more & get a free report at :

www.SouthwestTrust.com —> “services” page



This note was included with a check from a real estate broker and personal friend of over 20 years. He knew I was knowledgeable about income properties, but we'd never gone beyond that. He asked if he could pay me to visit with him and a very wealthy client who was considering buying a 100 room, full service hotel that had been closed down. My goal at the meeting was to make his client an "expert" of sorts in this potential investment...pros and cons.

Scott,

I learned so much!
Your knowledge in this area
of real estate is quite obvious!

Jerry

FINLEY, KUMBLE, WAGNER, HEINE, UNDERBERG, MANLEY & CASEY

A PARTNERSHIP INCLUDING PROFESSIONAL CORPORATIONS

9100 WILSHIRE BOULEVARD
BEVERLY HILLS, CALIFORNIA 90212

(213) 540-6100
TELECOPIER (213) 651-6100
TELEX 910490 900 FAKUMWAS USA
CABLE FINUMWAS

425 PARK AVENUE
NEW YORK, N.Y. 10022
(212) 371-5900

1120 CONNECTICUT AVENUE, N.W.
WASHINGTON, D.C. 20036
(202) 857-4000

101 WEST BROADWAY
SAN DIEGO, CALIFORNIA 92101
(619) 231-8700

777 BRICKELL AVENUE
MIAMI, FLORIDA 33131
(305) 371-2600

700 SOUTH FLOWER STREET
SUITE 3210
LOS ANGELES, CALIFORNIA 90017
(213) 489-1600

4400 MACARTHUR BOULEVARD
SUITE 300
NEWPORT BEACH, CALIFORNIA 92660
(714) 851-2255

444 WORLD TRADE CENTER
401 EAST PRATT STREET
BALTIMORE, MARYLAND 21202
(301) 244-0200

February 26, 1985

To Whom It May Concern:

Re: F. Scott Tonges

I have known Mr. Tonges personally and professionally for approximately 6 years, first as a commercial real estate broker with Coldwell Banker in Houston, Texas and, more recently, as an independent real estate consultant, developer, broker and investor. I have been advised by former colleagues of Mr. Tonges' at Coldwell Banker that he is a "living legend" in that firm because of his superior abilities and level of performance. On the basis of my own contact and experience with Mr. Tonges, I can say that he is an expert in real estate finance, development and sales. Mr. Tonges has performed such services for me and for others with whom I am associated, all to our great satisfaction. In particular, Mr. Tonges was responsible for the real estate analysis and packaging which resulted in a successful refinancing of an office building, and has prepared leasing and sales materials and programs for me. I respect his experience and rely heavily on his judgment in such matters.

Finally, but not of least importance, I know Mr. Tonges to be an outstanding citizen of the highest moral and ethical qualities, and I know that he enjoys that reputation in his community.

Accordingly, it is with pleasure and enthusiasm that I endorse and recommend F. Scott Tonges as an outstanding real estate professional.



1075 Central Park Avenue
Scarsdale, N.Y. 10583
(914) 721-2157

Coleman Donaldson Jr.
Assistant Vice President

June 26, 1986

TO WHOM IT MAY CONCERN:

RE: TONGES-MCKELVY, INC.

I have engaged the above-captioned Firm to manage Eastern Savings Bank's R.E.O. in Houston. During the past twelve months, Tonges-McKelvy, Inc. has succeeded in turning around several extremely distressed properties.

F. Scott Tonges and Mike McKelvy have years of hands-on experience in property management. Additionally, they possess broad knowledge of the financing and marketing of Commercial Real Estate Projects which is essential in today's competitive and complex market.

I hold both individuals in the highest esteem and recommend their Firm without reservation to any property owners.

Very truly yours,

EASTERN SAVINGS BANK

A handwritten signature in black ink, appearing to read 'Coleman Donaldson Jr.', written over the printed name.

Coleman Donaldson Jr.
Assistant Vice President

CD:ek



Apple Bank for Savings
1075 Central Park Avenue
Scarsdale, NY 10583
(914) 721-2159

Michael C. Zachary
Vice President

September 14, 1989

PRIORITY MAIL

Tonges-McKelvy Incorporated
Four Oaks Place
1300 Post Oak Blvd., Suite 2101
Houston, TX 77056

Re: Letter of Recommendation

Concerning your request for a letter of recommendation, I am pleased to express our appreciation of your personal efforts in (1) maintaining our garden apartment properties in Houston, (2) increasing occupancy in an extremely difficult market, (3) controlling expenses to the best of your ability and, most of all, (4) for the speed and attention you provide in assisting us to sell the properties we have acquired by foreclosure.

Your attention to detail and follow-up is recognized, and I am happy to have the opportunity to formally acknowledge the great value you have been to Apple Bank.

I would be very happy to confirm this with anyone in particular.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael C. Zachary", written over a printed name.

Michael C. Zachary

MCZ:dds



FRANKLIN REALTY COMPANY

Park Place East, 348 Park Street, North Reading, Massachusetts 01864 (508) 664-0692

November 27, 1990

RE: F. Scott Tonges and
Tonges-McKelvy Incorporated

To Whom It May Concern:

In January - May of 1988, our Texas subsidiary, Sparhawk Development Corporation, purchased 713 apartment units in Houston and Pasadena, Texas.

Scott Tonges and his firm, Tonges-McKelvy brokered the sale on behalf of the Buyer and Seller. From 1988 until the present Tonges-McKelvy has been engaged to undertake the management for all of our Texas properties.


Over the past three years Scott and his firm have done a great job managing the apartments and also reselling 566 of the units for a profit.

We have been impressed with the professional attitude, honesty and performance from Scott and his staff.

Accordingly, I highly recommend Scott Tonges and Tonges-McKelvy for the fine real estate services they provide.

I would be pleased to provide any other information requested.

Sincerely,


Edward C. Dolan
President

-CD/jh

HOOVER, BAX & SHEARER

A PARTNERSHIP INCLUDING PROFESSIONAL CORPORATIONS

JOE G. BAX, P.C.

PARTNER

BOARD CERTIFIED-COMMERCIAL REAL ESTATE LAW
BOARD CERTIFIED-RESIDENTIAL REAL ESTATE LAW
TEXAS BOARD OF LEGAL SPECIALIZATION

ATTORNEYS AT LAW

SAN FELIPE PLAZA

8847 SAN FELIPE, SUITE 2200

HOUSTON, TEXAS 77057

(713) 977-8686

FAX (713) 977-6395

REPLY TO

P O BOX 4547

HOUSTON, TEXAS 77210

April 4, 1991

RE: F. SCOTT TONGES

To Whom It May Concern:

Over the past several years I have had to opportunity to represent Mr. Tonges and several of his business ventures. Mr. Tonges has always conducted himself in a professional manner. I have always found him to be very direct and forthright. He is a most capable individual with a rather broad range of abilities.

It is my pleasure to recommend this gentlemen to you and I do so without reservation.

Sincerely,

HOOVER, BAX & SHEARER


Joe G. Bax

JGB:df

Connecticut Mutual

Urban Investments
140 Garden Street
Hartford, CT 06154
(203) 727-6500

March 8, 1988

To Whom It May Concern:

We have engaged Tonges-McKevly to manage, rehabilitate, and market for sale apartment properties in Houston. We have worked with them since Spring, 1986.

We have found them and their staff to be capable individuals and the principles of the firm to be knowledgeable in management and sales. We have been please with their work, have recommended their services to others, and will continue to do so.

Sincerely,

Terese D Cassell

Terese D. Cassell
Investment Officer

TDC/prt



September 24, 2007

RE: Scott Tonges / Southwest Property Trust, Inc

To Whom It May Concern:

I've known Scott Tonges for several years. My family and I develop and own hotels in the southwest and have been in the hospitality industry for over 25 years. Scott recently handled the sale of one of our hotels for which I was the original developer. We've come to know Scott as both a competent real estate professional and friend. He is now a financial partner with us and has full responsibility in overseeing the re-development of an apartment complex in Taos, NM which we've owned for some time. I've taken his advice on several investments as well. If you're considering any real estate venture, purchase, or sale we highly recommend you consider Scott Tonges' services.

A handwritten signature in cursive script that reads "Al-Karim Kassam".

Al-Karim Kassam
President – AMERITUS HOSPITALITY



Best Western
Pow Wow Inn

Monday, July 16, 2001

TO WHOM IT MAY CONCERN:

It is indeed a pleasure to write this letter of recommendation for Mr. Scott Tonges of Grubb & Ellis / Lewinger Hamilton. Scott was the listing agent for the sale of The Best Western Pow Wow Inn.

Scott's professionalism was outstanding...his character and moral fiber made him an excellent agent for this sale. The property had been in my family for 39 years and the personal attachment was very strong. The demeanor in which the listing was handled made this all that much easier for me personally.

Scott obtained exceptionally experienced and financially capable buyers for me, and a sale was successfully concluded. I would highly recommend Scott for his exceptional abilities.

Please do not hesitate to contact me should you require further information.

Sincerely,
The Best Western Pow Wow Inn

Bettie Ditto
Owner

RAMADA



11-30-98

Re: F . Scott Tonges

Scott Tonges assisted us in our successful purchase of the Ramada Inn in Taos, NM. All matters were conducted professionally and to our satisfaction. We intend to use Scott's services in the future and would recommend him to other hotel/motel investors seeking to sell or acquire properties.

Sincerely,
American Resorts Inc

Tariq Khan, V. President

TEXAS COMMERCE BANK
NATIONAL ASSOCIATION

CHRISTOPHER D. WINTERS
Vice President

P. O. Box 2556
Houston, Texas 77252-8091
(713) 236-4436

June 2, 1989

To Whom It May Concern:

I have utilized the management and marketing services of Tonges-McKelvey on various commercial properties owned by Texas Commerce Bank. This firm offers a complete package of management, leasing, and sales expertise that has provided positive results in leasing and sales activity. I have found Tonges-McKelvey personnel to perform their services in a professional and responsive manner and would suggest considering them for your asset management requirements.

Sincerely,



Christopher D. Winters
Vice President

CDW/nkm





INTER-OFFICE CORRESPONDENCE

Date June 30, 1976

To Scott Tonges Houston Office

Replying to _____

From J. Frank Mahoney III, President
Coldwell Banker Commercial Brokerage Company

Subject _____

Your remarkable record has just come to my attention. If I have my figures right, I understand that you started on May 15th of this year as a trainee, moved into a draw category on June 15th, have just closed your first deal and have moved to a straight commission basis effective July 1st.

I know that sets a new record for the Houston office and to the best of my knowledge, it sets a new record for Coldwell Banker Commercial Brokerage Company. I understand you handled your end of the transaction strictly in accordance with Terry's instructions and I am sure you will agree that he is an excellent teacher.

My congratulations to you, Scott, and best wishes for continued success.

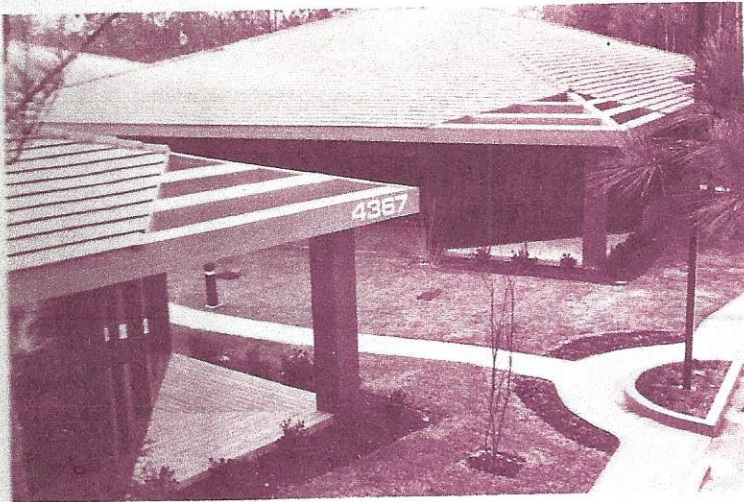
JFM:dn

cc: J. Wilson
J. Didion
M. Terayama

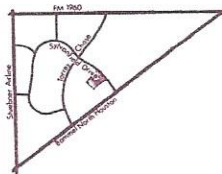
Sylvanfield Commons

Own Your Own for 45¢ psf/mo.

- Five 7,250 square feet, Class A office buildings
- Individual building ownership or spaces from 1,653 square feet
- Inside, a high-rise "feel", look, and quality
- Wooded Northchase master planned business park
- 100% steel frame construction/brick and glass exterior
- 50 Year concrete "slate" style roof
- Complete kitchen area/fire equipment and cabinet
- Price includes class A, high-rise quality finish out
- Five 5-ton A/C's in each building/two double doored entries
- Outstanding interior to exterior views/drive up convenience
- We've solved the own vs. expand dilemma



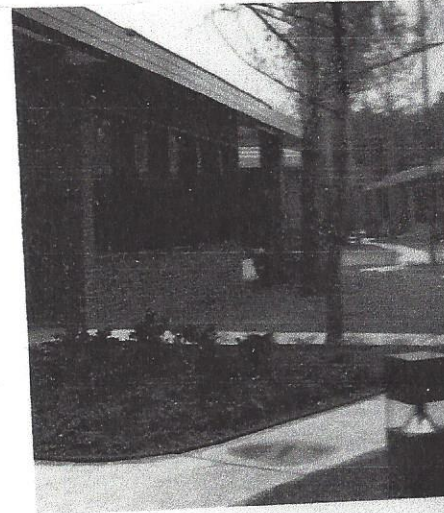
SITE SALES OFFICE
Monday through Friday
4379 Sylvanfield Drive
440-5755



Sale/Lease/Lease Purchase
BROKER INQUIRY INVITED



Our Office Condo Project
Five 7,500 SF Buildings



HOMESTEAD PROPERTIES - TEXAS

April 5, 1991

To: Whom It May Concern

From: R. Brian Parks

Re: F. Scott Tonges

From 1983-85, I was a partner in Polestar Corporation, which developed a \$3.2 million office complex. Scott Tonges was Chief Executive Officer and I was President of the firm. We each owned 50% interest in the corporation and its assets.

I have known Scott Tonges for over 14 years, though our only partnership was when Polestar Corp. was active. I know Scott Tonges to be an honest individual and a person I would not hesitate to join with in another venture.

As a CPA formerly with Arthur Andersen & Co., I am sensitive to how anyone handles their business affairs. I can say without reservation that Scott was diligent in seeing that our business was always in sound financial condition, that we paid our debts promptly, and that everyone with whom we dealt knew that we could be depended upon.

He is a self-starting, flexible individual that I know would "make happen" whatever venture he may undertake. Please feel free to contact me if I can add to these comments personally.

Regards,

A handwritten signature in black ink, appearing to read 'R. Brian Parks', written in a cursive style.

R. Brian Parks
President

March 1, 1985



REFERENCE: F. SCOTT TONGES
POLESTAR CORPORATION
12 Greenway Plaza, Suite 1100
Houston, TX 77046

To Whom It May Concern:

Tribble & Stephens Co. has the pleasure of being associated with Mr. Scott Tonges as a client of ours. The relationship that we enjoy began in 1983 when Mr. Tonges approached us concerning the construction of a project for Polestar. Since that time, we have recognized him as a knowledgeable developer as he negotiated the construction contract and throughout the construction of his project. Our knowledge of investment developers has been obtained through hundreds of contractual arrangements such as this one and we have never dealt with anyone more professional. As the project progressed, his ability to make essential decisions was outstanding along with the timely processing of our progress payments. We cannot say enough good things about Mr. Tonges and truly have never enjoyed a better relationship with any developer.

Tribble & Stephens Co. is delighted to be part of Mr. Tonges' construction team and look forward to a long lasting relationship with a professional of his caliber. Should you need any additional information about our association, we are at your convenience in person or by phone.

Sincerely,

A handwritten signature in black ink that reads 'Kevin W. Sellers'.

Kevin W. Sellers
Division Vice President

KWS:sg

cc: Jay Tribble
James Stephens
File

FAYEZ SAROFIM & CO.

TWO HOUSTON CENTER SUITE 2407

HOUSTON, TEXAS 77010

PHONE (713) 654-4484

February 26, 1985

TO WHOM IT MAY CONCERN:

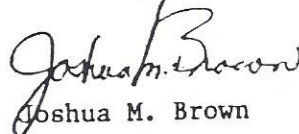
I have known Scott Tonges in a personal and professional capacity for the past six years.

During this period of time, Scott has exhibited a mature and professional business approach to structuring and negotiating commercial real estate transactions.

Scott is currently a general partner of mine in a limited partnership wherein we raised \$110,000 to invest in residential real estate in Houston, Texas. Additionally, Scott and I are partners in a medical building in Houston, Texas.

Scott's integrity and professionalism are beyond reproach.

Sincerely,


Joshua M. Brown

JMB/jr



2029 Century Park East • Suite 2920
Los Angeles, California 90067
(213) 556-3350 (213) 556-0652 FAX

NEWFIELD ENTERPRISES
INTERNATIONAL

November 26, 1990

Re: Tonges-McKelvy, Inc.

To Whom It May Concern:

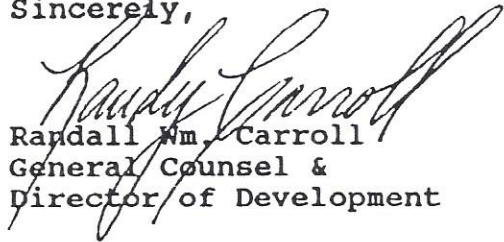
Our organization has been delighted with the property management and leasing services of Tonges-McKelvy (TM). We have found TM to be extremely responsive, service-oriented and absolutely professional in all aspects of their operation.

As absentee owners of our Houston property, it is important to us that a property management and leasing company always act with the highest regard for their duty to the owner-client. This duty includes close communications of all material matters relating to the property and prior consultation with respect to significant management decisions affecting the property. In our experience, Tonges-McKelvy has performed above and beyond the call of that duty. In addition, they have never hesitated to accommodate our every specific request on a timely and expert basis.

Another particularly strong aspect of TM is their accounting and management reporting function. We have been most pleased with the consistent quality of the monthly accounting package.

In light of the foregoing, we would highly recommend Tonges-McKelvy to other property owners.

Sincerely,



Randall Wm. Carroll
General Counsel &
Director of Development

RWC/amgp

TNGMCKRC.N26



EQUITY FUND ADVISORS, INC.

550 POST OAK BLVD., SUITE 500 • HOUSTON, TEXAS 77027 • 713/960-0250

February 26, 1985

Robert M. Dawson Company
One 1800 Bering Drive
Suite 1030
Houston, Texas 77057

Re: F. Scott Tonges
Polestar Corporation

Gentlemen:

It is my understanding Scott Tonges has applied for a loan with your company. Please be advised I have known Scott personally and professionally for about eight years. We worked together at Coldwell Banker where he was extremely successful, both in sales and management. He was always very organized and knowledgeable in income property sales. This particular specialty requires a great deal of expertise since you are dealing with the intricacies of many different developments.

If you choose to make the loan, I think you will be very satisfied with Scott's performance. He has my highest recommendation.

Sincerely,

Christopher M. Job
EQUITY FUND ADVISORS, INC.

CMJ:wr



Kinghorn, Driver & Co.

Real Estate Financial Services

March 7, 1985

To whom it may concern:

Scott Tonges introduced himself to Kinghorn, Driver & Co. in 1981 when he was with the investment department at Coldwell Banker. He had a number of very successful years with Coldwell Banker and since that time has developed his own company. We have worked with Scott on many real estate projects and have seen his involvement improve the success of many deals. Scott has associated us with venture partners he has developed and in turn we have referred him to some of our most valued clients.

We have found he excels in his knowledge of the real estate market and has gained expertise through constant exposure and investigation. He is exceptionally well versed in the field of financial analysis which is extremely important in today's volatile market.

Presently, we are working with Scott on several projects and feel confident that this business relationship will continue for years to come. If you have any questions, I invite you to call Allen Kinghorn or me.

Sincerely,

Ray Driver, III
Vice President
RD:df

F. Scott Tonges

From: F. Scott Tonges <tonges@frontier.net>
Sent: Thursday, January 12, 2017 1:02 PM
To: F Scott Tonges
Subject: FW: Commercial real estate investor

From: Laura . [mailto:investment. 
Sent: Wednesday, January 11, 2017 12:33 PM
To: F Scott Tonges <tonges@frontier.net>
Subject: Re: Commercial real estate investor

Hello Scott,

It has been a while since we spoke. I'm not sure if you remember me, however, we crossed paths when I called on a 4plex you were selling in Albuquerque, April 2003. We spoke for months regarding investing, evaluating property and what I needed to do to be successful. We also focused on locating a multiplex I could purchase from you on an owner contract... Fast forward 2017, I never forgot you and am so thankful and blessed that I received your time and coaching years ago. At that time I was a single mom with so many hurdles and because of your encouragement and mentor-ship, even for the few months we spoke, I never gave up hope.

As of December 2016, I purchased my first 4plex! I know it took me some time but... I did it! I have been trying to find your contact information ever since we closed because you gave me the idea to do short-term furnished rentals, and that is just what I intend to do!

I'm sure this email comes as a surprise and I hope it makes your day. I would be so grateful if we could connect again. Even if you are too busy to talk, I wanted you to know how much your time and encouragement truly helped me.

Most sincerely,

Laura N. 
505-8-

2827 Cheyenne Drive
Las Cruces, NM 88011
(575) 650-1146

December 29, 2007

To Whom it May Concern:

Re: Scott Tonges, and Southwest Property Trust, Inc.


In 2002, my wife and I owned a house in Albuquerque, New Mexico, but a job opportunity caused us to move to Las Cruces, New Mexico on short notice. Initially, we rented our home to couple, but after two years, they moved, and we had difficulty finding suitable renters even though we posted signs and took out an add in the daily newspaper.

Shortly after our renters moved out of our house, we received a telephone call from Mr. Scott Tonges with Southwest Property Trust (Southwest), about leasing our home with an option to buy it. The idea appealed to us because it meant that Southwest would pay rent each month, even if our house was vacant, and because Southwest agreed to handle routine tenant matters, something that was difficult for us from 220 miles away.

In May, 2004 we entered into a contract with Southwest that detailed the terms of the lease/option agreement, and in 2007, pursuant to the contract, Southwest arranged for the sale of our house in spite of a very difficult financial market.

Mr. Tonges and Southwest handled all the details of the final sale, and we were paid the full amount we were due very quickly. Overall, we had a good experience with Mr. Tonges and Southwest.

Sincerely,
/s/
Mark Saltman



**Mr. Saltman is an attorney with
the U.S. Department of Justice**

RONALD D HADSALL INVESTMENTS
4701 MORRIS ST NE #1604
ALBUQUERQUE, NM 87111

March 3, 2006

Re: F. Scott Tonges / Southwest Property Trust – Real Estate Investment

In August of 2004, I offered a home for rent which I had purchased as an investment on Albuquerque's west side. Scott Tonges responded to my "for rent" ad and proposed that his firm lease the home from me, and offered some unique benefits as well. All payments were made by his firm to me as agreed, and I don't recall ever receiving a single call about the home as to repairs, etc – one of the matters his leasing arrangement eliminated.

In August 2005, with Scott's help, that home was sold for a very good profit. Prior to the sale, I advised Scott that I wanted to do more with my real estate investing. Scott agreed to help me and as a first step, immediately told me how to sell that home and defer any taxes, leaving all the original investment and profit free to reinvest. His strategies come from 30 years of commercial and residential real estate investment knowledge which I cannot reproduce without his assistance.

In the following months, he has assisted me in acquiring four more homes and locking in profits that are far more advantageous than if I had pursued my own original course. He has even engineered an upcoming closing that will put money in my pocket the day we close in excess of my small initial investment to buy the home, and I'll still own the home with a healthy upside profit - and no "tenants" to deal with.

If you are a somewhat passive investor, as I am, and would like to make your money work better for you, I would highly recommend you meet Scott and discuss your goals with him. It could open a very profitable alternative for you to compared with conventional investing.

Sincerely,



Ron Hadsall

May 19,2013

Re: Scott Tonges / Option to Purchase

We had been offering our investment home in Rio Rancho for sale or lease for over 7 months through local realtors, including the number one realtor in New Mexico. After the last listing expired, my wife & I agreed to accept Scott Tonges' proposal to option the home, which allowed him to either move forward with one of the methods of purchase, subject to his finding a suitable occupant. We worked with Scott to show the home and he did the marketing at his expense.

Yesterday, less than 3 weeks after signing Scott's Option Agreement, we were given a cashier's check for the down payment to sell the home. Scott's firm contracted with us for the purchase and then assigned the contract to a very worthy couple.

We were very pleased with the results of our dealings with Scott Tonges and highly recommend your considering working with him.

Sincerely,

Ken Shapiro / Owner - K & L Cleaning

scott tonges

From: Cody Varnell [codyvarnell@yashoo.com]
Sent: Friday, September 10, 2010 11:25 AM
To: scott tonges
Subject: Recommendation

Scott Tonges contacted us in connection with our home that we were trying to sell or lease. My husband had been transferred to Texas. Our realtor was not getting us any results and the commission to sell through him would have taken away much of our equity. A couple of sales in our neighborhood were below market and this concerned us as to what it might do for our own value and sale. We then tried to rent or sell the home ourselves. Scott met with us with an interest in buying or leasing our home. When he understood we really wanted to hold on to our equity, he offered to help us do that. Within one week of meeting Scott at our home, he arranged to sell our home to a solid buyer. We closed 2 hours before the moving trucks arrived. We put money in our pocket at closing and Scott only charged us a fraction of the cash we received from the buyer. Our equity has been left intact and we got full price. We would highly recommend you discuss your situation in full with Scott to see if he can help you too. Ashley Varnell.

August 13, 2006

We had decided to move and needed to sell our house. We chose the conventional way of signing on with a realtor and putting our house on the market knowing that after commissions and fees we would end up with a loss of about \$13,000. After about 6 weeks of no progress, a family member told us about Scott Tonges with Southwest Property Trust and that he may be able to help us. We spoke with Scott and he introduced us to a new way of looking at how to sell our home. We saw tremendous opportunity to take what seemed like a hopeless situation and turn it into a positive one. We followed Scott's steps and within 5 weeks, we had a contract signed and will instead profit over \$10,000. We highly recommend you explore the opportunities that Scott and his firm have to offer.

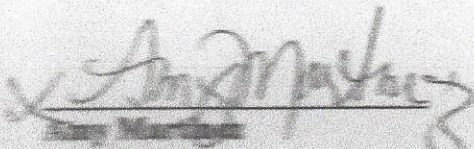
Dana and Alex M. - Denver

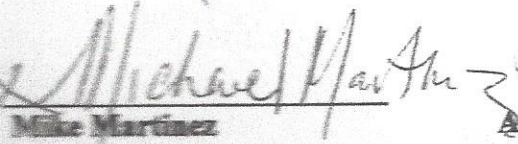
Re: Letter of Recommendation / Home for Rent

In May 2004 we put our home on the market for lease at 9000 Seaside NW in Albuquerque as we were moving to a new home. We were contacted by Scott Tonges (Southwest Property Trust) about his firm leasing the home with an option to buy it. We entered into a lease-option agreement at that time.

During the next 18 months all monthly rental payments were made to us and we never had a single call about maintenance or any issues at all.

In March, 2006 Scott arranged to pay us off in cash, fully honoring our agreement. We were very pleased with the arrangement and performance of Scott Tonges and his firm.


Dana Martinez


Mike Martinez

Albuquerque March 28, 2006

After some income set backs, we tried to refinance our home but were unable to. The lender recommended we contact Scott Tonges, a real estate consultant and investor. While Scott was considering a loan to us to make up some payments to our home mortgage company, he decided to see if he could work something out with our lender instead. After several weeks of dealing with the lender and their attorney, he was able to arrange a new payment schedule for us that matched our budget. We made our first payment on this new schedule April 1, 2007 and our home was saved from foreclosure. We sincerely recommend you discuss any real estate matters of any kind with Scott.

L. M. Lovato

After renting my home for 3 years (and continually losing money when the renters left), I was contacted by Scott Tonges—who found my home on Craig's List late last year. Scott offered to help me to retain my price in spite of a difficult market by offering it for lease-option or seller finance. Scott obviously knew what he was doing, and I gladly turned all the paperwork and marketing matters over to him. Scott quickly found a terrific tenant/buyer, who put up a cash option deposit. That was in late Dec, 2010. Scott worked tirelessly an experienced loan officer and with the tenant/buyer and to get him qualified to buy. Yesterday, March 31, 2011, we closed the transaction, and I was paid off in cash for the full price Scott worked out at the beginning. Scott's expertise, and his very low fees, saved me several thousand dollars over what a typical agent would've charged—helping me recoup losses sustained by renting.

If you have a home you want to sell, I highly recommend you contact Scott. His ideas and approach were certainly a profitable experience for me, and he is honest, easy to work with, and very hard working. And if that's not enough, he's a genuinely nice person as well!

Personally, I will never use a realtor again! I will, instead, use Scott and continue to recommend him to any and all.

*Nancy Jean Cooper
Albuquerque, NM*

F. Scott Tonges

From: Kathy Marquez [kmarquez@rps.net]
Sent: Thursday, December 15, 2011 2:39 PM
To: 'scott tonges'
Subject: December 14.recommendation.docx
Attachments: December 14.recommendation.docx

My husband & I were contacted by Scott Tonges over a year ago in connection with a home we owned and were offering for lease. We did lease it to others and, a year later, those tenants moved out and we were back where we started. Offering the home again for rent recently, we reconnected with Scott. He quickly arranged a solid professional (an attorney) to lease-option our home as an investment. Scott's firm is handling all matters for our investor tenant and we have been relieved of dealing with the home, tenants, repairs, etc. and just collect a monthly check. We now just wait and in time, expect to be cashed out. We were very pleased with all Scott did in handling all matters. He is professional, accessible, and has been very quick to answer any questions that we have had during the process. We are very happy with the, the quality of the person responsible for paying us, and we would certainly recommend you consider this alternative in this difficult market.

*Kathy and Matthew Marquez
Rio Rancho, NM*

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**RONALD D HADSALL INVESTMENTS
4701 MORRIS ST NE #1604
ALBUQUERQUE, NM 87111**

March 3, 2006

Re: F. Scott Tonges / Southwest Property Trust -- Real Estate Investment

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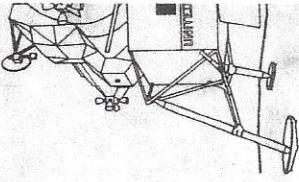
Sincerely,



Ron Hadsall



APOLLO 11, the first Manned Lunar Landing, will be remembered as one of the most historic events of all time. The success of this mission was possible only after years of preparation and work.



GOLDSTONE SPACE COMMUNICATIONS COMPLEX

JULY - AUGUST
1969

Yes, I really did work for NASA



SUN

This certificate is presented to

in recognition of and appreciation for participation in Goldstone Space Communications activities.

Geo. W. Fariss

Geo. W. Fariss
NASA, Apollo

H. G. Olsen

H. G. Olsen
Jet Propulsion Laboratory

L. R. Covington

L. R. Covington
NASA, Stadan

PIONEER IX



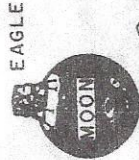
ATS-3



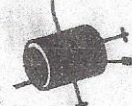
ATS-1



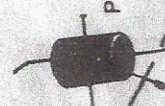
ATS-5



COLUMBIA



PIONEER VIII



PIONEER VII



PIONEER VII