

From: Paul Schroeder Trustee
The Schroeder Family Trust

March 1, 2013

Re: Any Commercial Real Estate Owner looking to sell your commercial property:

I would like to highly recommend Brett A. Cervantes from Paul Kott Realtors in Anaheim, Ca. as a listing agent. I am the trustee for my family trust, which had commercial property in Garden Grove. My father who owned a Electrical Advertising Company purchased the property in 1964 he retired about 25 years ago but held on to the commercial property, he died about 5 years ago, and appointed me as the family trustee and executor.

For over 20 years it was leased to a boat repair business owner, but he was very ill and had not paid a lease payment in over 10 months. I first talked to Brett over a year ago when he worked for an agency in Ontario. We were not ready to sell the property at that time but Brett kept in contact with me about every month. After Brett had changed to Paul Kott Realtors, Inc. in Anaheim the tenants of our property had not paid their lease payment for a long time so I decided to let Brett list the property. I appreciated his perseverance and even though other agents had contacted me I appreciated Brett's tenacity and patience.

He did a great job of marketing the property. He put a lot of time and effort into putting together a very professional looking marketing and valuation analysis. One of the problems I had was that I live over 50 miles away from the property, and it was very difficult to go down and see the condition of the property, but Brett spent a lot of time evaluating the condition of the property. Even though it was towards the end of the year and a difficult time to sell commercial real estate, in less than a month Brett had a prospective buyer but they made a very low offer, and did not accept our counter offer.

Shortly after that Brett came up with another prospective buyer, he had the two prospective buyers bid against each other and the second prospective buyer that Brett was the selling agent for came up with the best offer. I accepted his offer and we went into a 60-day escrow. The biggest challenge was that the existing tenant did not get all of their belongings off the property until the day before escrow was to close. Brett was very helpful in convincing the tenants to move everything off the property. The escrow closed on the 60th day. Brett was very patient yet tenacious in closing the sale. I feel he did a very good job and did a lot to earn his commission. Brett was very professional and is a very good listing agent. I very much appreciate his hard work.

God Bless,

Paul Schroeder