



January 8, 2016

To whom it may concern,

As the President of Burke Real Estate Group, and related entities, I have worked with Guy LaFerrara for many years. He has helped us complete many successful real estate transactions including property development, acquisitions, dispositions and leasing.

Guy has been our exclusive industrial real estate broker in the South Orange County market since 1994. During that time he has assisted our company in a consultant capacity while we developed our South County building portfolio and was ultimately our sales broker with the finished projects. He has successfully sold well over 55 buildings within our Industrial portfolio which includes buildings located in San Juan Capistrano, San Clemente and Foothill Ranch. We have also retained his services to lease the properties we have maintained in our South Orange County portfolio.

Guy's professionalism, honesty, market knowledge, creative deal making and tough negotiating skills are just a few of his strong real estate qualities.

I would confidently endorse Guy's services for any real estate assignment.

If you should have any questions please feel free to contact me.

BURKE REAL ESTATE GROUP, INC.

A handwritten signature in blue ink that reads "B.R. Burke". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

Brian R. Burke
President

BB//Users/bburke/Desktop/160108 Guy LaFerrara.docx

BURKE REAL ESTATE GROUP

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