

Marcia Blasen
409 S.E. 49th Avenue
Portland, Oregon 97215

October 7, 2013

Todd DeNeffe
Cascade Commercial
2323 N. Williams Avenue
Portland, OR 97227

Dear Todd,

As the dust settles from closing on the Lease with Option to Purchase, I wanted to write a letter to thank you for your critical role in getting us to this point. As you know, my sisters and I took responsibility for and ultimately inherited this property without an ability to 'transition' it from our father. None of us came with experience in managing commercial property and all of us had other 'day jobs'. Many details a 'typical' property owner would know were not known by us. All in all I think this added up to less than an ideal transaction for you to orchestrate.

We chose to list with you because of your familiarity with the commercial (industrial) market in Portland and because of the energy you bring to your work. You are not afraid to 'tell it like it is'. (We met with many potential firms who were telling us what we 'wanted' to hear and quite honestly, we didn't need the sugar coating.)

In the process of working with you, we also discovered you are creative, flexible and have great contacts for when we needed a subject matter expert. All of these things were important as we worked to find the 'right' transaction for us. Oh, and did I mention patience? Having to decide most everything as a committee of three (with one living out of state) was not the most efficient.

I know that reputation is critical to most when making a decision to list a property. Please feel free to use me as a reference in your future business dealings.

Sincerely,

Marcia Blasen