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To Whom It May Concern

Inkster Investments LLC is a multi-generational entity which owns and manages a number of light industrial properties in close-in SE Portland. Our father acquired most of these properties in the 1970's and recently transitioned management to the next generation. Although we benefited from long term tenants and high occupancy, our rent rates were way below market and we retained some highly problematic tenants. Our family needed to transition to market rates, replace problematic tenants and retain desirable tenants.

Although Todd DeNeff worked with our father for many years, we needed to make sure Todd continued to be the best choice. Prior to my involvement with the family business, I had 15 years of experience working with other brokers in Portland and Bend. I had very high expectations and needed to make sure Todd was the right person to work with our family and our tenants. Over the past several years, Todd successfully worked with us on numerous transactions to accomplish our objectives. After much hard work, creativity and patience, we are now much more profitable and have higher quality tenants. Todd has clearly been and continues to be the right choice for our family.

Besides having intimate knowledge of our market and an outstanding track record, Todd has an exceptional personality which proves instrumental when renegotiating leases with long term tenants. Since our long term tenants were shocked by the prospect of much higher rents, Todd needed to skillfully educate them and persuade them that we were treating them fairly. This took an incredible amount of skill, effort and patience. Todd has done an exceptional job with this daunting task and we are absolutely delighted.

Our family enthusiastically recommends Todd DeNeff and is pleased to be a reference.

Sincerely,

Jim Inkster
Inkster Investments LLC