

Donald R. Hammond  
29400 Nelson Road  
Cleveland, Missouri 64734

August 23, 2010

To Whom It May Concern,

I am writing this in a general way both to express my appreciation to Kevin Combs and to recommend his services to anyone considering selling a rental property.

Kevin handled the sale of a 6 unit apartment building in Overland Park, Kansas for me in the summer of 2010. It was a difficult sales environment because of prevailing economic conditions in the country. Kevin far exceeded my expectations because of the number of potential buyers he was able to attract. I am not sure what all the steps were that he took to attract attention to the property but I am very familiar with the results. He showed the property a large number of times. We got some low ball offers at first but after a couple of months we got a reasonable first offer. Kevin was able to generate interest in submitting an offer among those that looked at the property and expressed some interest. This resulted in a large number of offers in the final array. Competition among the most interested resulted in my getting asking price for the property. In addition, it was a buyer of the highest quality resulting in a very quick closing.

Kevin, let me just say thanks. What you have done for me is truly amazing. I am sure that you will excel in those things that you choose to undertake. I am pleased to be able to recommend you and would be available as a reference at any time.

Sincerely,



Donald R. Hammond

5/1/2007

Re: Letter of Recommendation for Kevin Combs

To Whom It May Concern:

On January 20<sup>th</sup>, 2007, we hired Kevin Combs, representing Prudential CRES Commercial Real Estate, to lease and/or sell our 81,000 sf industrial building located in Gardner, Kansas. Unlike the previous company who listed the building, we hired Kevin because of his aggressive selling techniques, high energy level, and willingness to think outside-the-box. In two months, we closed and received our full asking price. If it was not sold, we're confident that he would have had it completely leased up soon afterwards.

I am confident and would not hesitate to fully recommend Kevin Combs to serve as your trusted industrial real estate advisor.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick Fiene". The signature is written in a cursive, flowing style with a large initial "P".

Patrick Fiene

The Aggressiveness is what sold me. The space has been vacant almost 2 years + need that Aggressive Attention Kevin was fabulous with his energy + dynamic "Sales" Personality And if I were looking for a space he would be someone I would love to work with. He called + updated me + seemed to be working the property.

They Got A PERFECT TENANT for my price.

AM VEM PLEASED WITH THAT!