

Helmuth W. Triesmann, Jr., M.D.
12 Blunt Court
Newport News, VA 23606

October 7, 2010

Craig Read
Read Commercial Properties
Six Manhattan Square
Suite 102
Hampton, Virginia 23666

Dear Craig,

Now that we have successfully completed the sale of my office building at 751 J. Clyde Morris Boulevard in Newport News I would like to thank you for your comprehensive efforts on my behalf.

As you know, the building had been listed for over 2 years with Thalhimer's, Advantis and Harvey Lindsay with no success. Although there had been several seriously interested buyers and I had invested significant resources in marketing the property, the agents involved were unable to complete a transaction.

Upon selecting you and your associates as my agent, I immediately noticed a different approach. You were not interested in just listing the property as the other agents had done. Your approach was to make the property valuable to a potential buyer by taking a businessperson's or developer's perspective and making the business plan work. You understood business and financing aspects of different plans. You were creative in formulating an approach and tenacious in executing it. More importantly, you had my best interests in mind throughout the process. You and your staff were responsive to communications which was not the case with previous representatives.

I will always be grateful to you and recommend you highly to anyone looking for a commercial agent.

Sincerely,



Helmuth W. Triesmann, Jr., M.D.