



May 15, 2018

PHOENIX DAY

LIGHTING FIXTURES & METAL WORK

Re: 3431 Regatta Blvd., Richmond, CA – Phoenix Day Lighting Co.

I just wanted to thank you, Scott & Ben, and the Robinson Real Estate team for your hard work and persistence that led to Phoenix Day purchasing a new building for our operations in Richmond, Ca.

We first met you guys back in 2015, when Phoenix Day was considering looking for a new location for our lighting business, and I was immediately impressed that you both were willing to drive out to our offices in South San Francisco from your office in Berkeley to discuss our requirements for a new building, despite the fact that we were not even sure we were going to move to the East Bay let alone didn't know if we preferred to buy or lease a building. I soon learned that both of you, Scott and Ben, are always willing to go the extra mile for your clients, to make sure their needs are met.

After our first meeting you, Ben, provided us with a comprehensive list of properties that fit our requirements, and we proceeded to tour properties for sale and for lease. Although we did not find a building match right away, and I had a lighting company to run and thus not much time to focus on searching for buildings, you two never gave up searching and continued to check in with us from time to time to see how we were doing, and also to show us any new properties that had come on the market that might work for us.

Your persistence and follow-up were not only appreciated but were also key factors in Phoenix Day being able to purchase our new location. After we had looked at several more properties over the previous months, Ben showed us a building that seemed perfect for our operations. The building was in high-demand and there were already several other offers made to the Seller within a few days. However, you two were not deterred and moved quickly with our offer, making all of the terms of our offer slightly more attractive to the Seller, but also achievable by us, making it a win-win deal that the Seller couldn't turn down.

Once in escrow, you walked us through every step of the process. You lined up our inspections, helped us meet each deadline, and even put us in contact with an exchange company to assist with our 1031 exchange, as we were selling our building in San Francisco. Scott, you even worked with our broker selling our San Francisco location to help move that deal along, even though you were not technically involved in that transaction, nor being compensated, but you still ensured our 1031 exchange was successful.

Scott and Ben, I can't thank you enough for having helped us with every step of the process; from discussing the pros and cons of leasing and buying, to helping us find and tour multiple buildings until we found the perfect one, to the close of escrow. I would highly recommend that anyone considering buying or leasing commercial space in the East Bay call Robinson Real Estate as their first step, and thus ensure that you get the building you really want and get the deal closed in short order by true professionals.

Sincerely,

Tony Brenta – Phoenix Day Lighting Co.