



To whom it may concern:

If you are considering the services of Kent Taylor of Taylor Commercial Real Estate to sell your multi-family land, you may find my experiences with him useful. For context to my comments, I am a developer/investor who deals with multiple brokerage companies daily, and I was a broker myself before that for many years.

When choosing a broker, I like to use the best for each job. Although I frequently use large brokerage firms for my industrial and retail projects, I am not entirely pleased with the way they go about their business. With large support staffs, they focus their efforts on getting listings and then letting others find their buyers by putting up signs, sending out flyers, and then waiting for the phone to ring. I prefer a broker who will contact the buyers directly himself, and small firms have to work harder for the business they get.

I chose Kent to list my MF site due to his specialization in MF land, his track record of success and his reputation in this market. He did what I hoped – he proactively combed the market himself to find the buyers. And he did it without a sign on the property or the help of any other broker. When he gave me updates on various buyers, I knew that I was getting accurate feedback because it was coming straight from that buyer through him with no other person in the communication chain. In a very bad market, he dug out a buyer and we went to contract in the summer of 2009. In the next 12 months, his efforts played a major role in the eventual letter of invitation from HUD for a 221 d4 loan application. Those efforts included arranging the market study and getting its needed revisions, arranging the appraiser and getting its needed revisions, preparing and giving the majority of the presentation to the HUD office on the loan application and generally staying on top of the issues to seek solutions as each came up.

Communicating with him has been easy because he is constantly checking for email, text and voice mail messages when he is not in the office. So if you are looking for a seasoned professional who will work your listing hard and bring you results, you would be well served to consider his services.

Sincerely,

A handwritten signature in black ink, appearing to read "Kent Taylor", written in a cursive style.