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To Whom It May Concern:

I have known Jim Kimball for more than 20 years, both professionally and socially, during which time, I have benefited significantly and repeatedly from Mr. Kimball's involvement in my real estate affairs, in both commercial leasing and residential sales.

Specifically, Mr. Kimball has represented me professionally in three transactions:

- (1) In 2012, Mr. Kimball listed and sold a 2500 s.f. executive office condo my company owned in Mountain View which was still under lease to a tenant who did not wish to move. The property was purchased by an international conglomerate based out of England who needed to occupy the office immediately. The transaction was complicated by international issues as well as the need to negotiate a satisfactory early termination of the lease acceptable to our tenant. Mr. Kimball's care and consideration in working with our tenant brought about a prompt, smooth, and happy conclusion to the deal for all parties.
- (2) In 2009, Mr. Kimball handled the leasing and ultimate sale of my personal residence in Danville, CA. In the course of his due diligence inspections, he discovered a number of construction flaws that had gone unnoticed in previous transactions, including my earlier purchase of the home. Mr. Kimball proactively initiated the necessary inspections to identify the extent of the problems, negotiated effectively with a competent contractor and oversaw the needed repairs. He then orchestrated the updating of the home's interior, marketed and profitably sold it without further complication. I can't think of better illustration of someone who takes end-to-end responsibility for success, regardless of complications.
- (3) In 2012-2013, Mr. Kimball again came to my rescue when the business failure of our San Francisco landlord forced Loyale Healthcare into an urgent search for new corporate offices. Once again, showing his breadth of contacts and patient creativity, Mr. Kimball found us beautiful new corporate headquarters in Lafayette, CA, that allowed us to move without a potentially dangerous disruption to our business.

I can only recommend Mr. Kimball in the highest possible terms. In the 20 years of our friendship and business association, I have seen his consistent attention to detail and tenacious pursuit of objectives, along with his integrity, creativity, and broad base of real estate competence produce an unbroken record of not just results, but also extraordinary loyalty and trust from clients and business associates alike.

I would be pleased to speak personally with anyone who is considering working with Mr. Kimball.

Respectfully yours,

A handwritten signature in black ink, appearing to read "Dan G. Peterson".

Dan G. Peterson
Founder and Chairman

Email: dan@loyale.us