

TRI-STATE GENERAL INSURANCE AGENCIES

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10/30/08

Mr. Jim Tucker, CCIM
Senior Investment Advisor
Sperry Van Ness
7400 Beaufont Springs Drive, Suite 300
Richmond, VA 23225

Hi Jim:

On behalf of my brother and myself, I want to thank you and congratulate you on concluding the sale of our office building in Mechanicsville, Virginia. While market conditions dictated that this process took much longer than anticipated, it is significant that you never gave up in keeping the offering in front of agents and principals in the Richmond marketplace for nearly a year. Of even greater significance is the manner in which you were able to get two buyers to actually compete for the building obtaining the listed price for us in a market where nearly all of the reported sales are substantially discounted.

Finally, I want to acknowledge the extremely professional manner in which you helped me personally to work through the final contract negotiations with the ultimate buyer and their attorney thereby saving us hundreds if not thousands of dollars in legal and other fees. Your many years of commercial real estate experience were most apparent in helping us to bring this to a very favorable close. You can rest assured that if we are ever in need of a commercial real estate agent in Richmond again, you will be my first call.

I hope you will use this letter as my recommendation to all who are fortunate enough to have you represent them in selling their commercial real estate. Please feel free to have prospective clients contact me at the above numbers for a personal testimonial.

Sincerely,

A handwritten signature in black ink that reads "Edward A. Dickerson" followed by a small circular mark.

Ed Dickerson
President