

February 17, 2012

RE: Letter of Recommendation; Client Testimonial on Behalf of Thomas MacKnight

To Whom it May Concern:

Over the last year or two we (NAI Chase Commercial Realty Services) have enjoyed the long lasting and residual benefits of using the video services of Mr. Thomas MacKnight. Tom helped in producing a video (virtual tour) of an industrial plant I had been marketing for over two years. The subject property was in a remote section of our state and very challenging to get prospective buyers or tenants to drive over to tour. Once we hired Tom to produce our virtual tour, we were able to bring the building to them! You can see the video on www.youtube.com by searching for “*Sulligent*” or pasting <http://www.youtube.com/watch?v=uWoaUOCHzVo> to your URL.

In September 2010, we were able to successful sell the facility to an investor group – in part due to the video Tom produced! The buyers purchased the property site unseen, reviewed their economic data and relied in part on the video to support the physical part of their due diligence. I can’t say the video was the determining factor but the facts speak for themselves! The property sold and closed where prior to the video getting someone to consider the property was most challenging.

Tom also produced a property video for one of our Class B office buildings in Huntsville – which still get viewed from our web site. I have enjoyed our professional relationship with Tom and recommend him and his creative services to anyone that needs to bring their product to the consumer. Thumbs up!

Sincerely,

NAI Chase Commercial



Douglas A. McCullough
Vice President - Brokerage

Cc: Charlie Grelier, Jr. SIOR, CCIM