

March 3, 2017

Mr. Jeffrey A. Tabor
President
CORPORATE REALTY ADVISORS
1901 Avenue of the Stars, 2nd Floor
Los Angeles, CA 90067

RE: LEASE RENEWAL NEGOTIATIONS

Dear Jeff:

On behalf of Jalmar Properties, Inc., I wish to thank you for all of your hard work in making our recent lease renewal negotiation with our landlord, Douglas Emmett, such a financial success for us!

Our firm interviewed a number of companies for the purpose of selecting the one which we felt would put the most leverage on our side, create the greatest near and long term results, and whom we knew would *only* be representing us, the tenant. Now that the dust has settled, we could not have made a better choice. Despite this being widely recognized as more of a “landlord” market these days, you attained significant concessions and benefits for us. Certainly, your past experience leasing millions of square feet for landlords prior to forming your firm in 1993 contributed significantly to the value you created for us -you have “been there/done that” as a landlord. As such, you know better how to negotiate against them for the tenant!

We look forward to a long relationship with Corporate Realty Advisors. Further, we will make sure to forward our landlord’s annual building operating expense pass throughs to you for your review and analysis to make certain we are being billed accurately and as pursuant to the lease.

Keep up the great work, Jeff!

Sincerely,



Todd D. Donell
Vice President