



Dear Potential Landlord/Seller,

After more than 30 years in the manufacturing industry/business, I made the decision to close my successful company and relocate to Florida.

I had three industrial buildings in Taylor that needed to be sold as an important part of my plan to leave Michigan. I chose to interview three industrial real estate brokerage firms, Signature Associates, CBRE and Burger and Company.

Each respective agent was knowledgeable in the market and professional in approach. After careful consideration, I selected Paul Burger, SIOR of Burger and Company to represent me.

His analysis of the strengths and weaknesses of my buildings, along with comparing and contrasting them with recent sales and buildings currently on the market was the most detailed of the presentations.

His knowledge and experience in the area was especially evident when I saw the steady stream of potential buyers looking at my buildings that began right away. Paul negotiated an acceptable transaction on my behalf within 8% of the listing price!

More than that, he helped me coordinate and solve the inevitable legal, environmental and other title issues that arose, that ultimately led to a successful sale!

I highly recommend working with Burger and Company as your exclusive listing agent.

Sincerely,

Michigan Mechanical Services

A handwritten signature in blue ink, appearing to read "Scott Smith", is written over a horizontal line.

Scott Smith

Owner