



Regarding: Industrial Real Estate Transactions

Dear Business Owner,

I am writing this letter of recommendation based on my personal experience working with Niko Ponos and his team at Burger & Company. I first met Niko when he cold called me about selling my two properties. During our initial conversation, Niko listened to my needs and understood my unique situation of operating out of two buildings and wanting to relocate my business to a more desirable location, housing everything under one roof.

Immediately after listing my buildings with Niko, he took a proactive approach and began aggressively marketing my buildings to potential purchasers. During the listing process, I always knew when my buildings were being shown, as he kept me updated on what was happening throughout the entire process.

While simultaneously working to secure a purchaser for my properties, Niko was also tasked with locating a suitable property for me to purchase and expand into. He was constantly surveying the market for potential options and always made himself available for showings that accommodated my busy work schedule.

Within 120 days of signing the listing agreement with Niko, he was able to source a viable purchaser for my properties and assist me in completing a 1031 tax deferred exchange to purchase my new building.

I found Niko to be an excellent communicator and knowledgeable about the local industrial real estate market. Above all else, though, what really made me want to work with him was that I could tell he was willing to go the extra mile to make the sale process as smooth as possible for me. I gave this young man an opportunity to earn my business, and he excelled in all aspects.

I'm looking forward to working with Niko and his team at Burger & Company again as he grows throughout his career.

Personal Regards,

A handwritten signature in blue ink, appearing to read "RM", with a long, sweeping horizontal line extending to the right.

Robert Marcis
President
Zebra Striping