

October 26, 2016

With my highest recommendation:

As a trained accountant and owner of my own commercial real estate brokerage firm, I am very good at working with numbers and making sense of the financial world by way of reason and logic. Every now and then, I might be stumped temporarily until eventually making sense of a particular situation.

However, that was not the case with David Rosenthal of Rosenthal Land Advocates - I am still perplexed and remain at a complete loss for explanation as to how Mr. Rosenthal accomplished what he did in directing the recent sale of a twelve-acre industrial tract in Houston, TX to Steel Alloys & Services, LLC, a very sophisticated & savvy corporate buyer.

It would have been unbelievable enough if Mr. Rosenthal had accomplished this as a resident of Houston, but as an outsider from California he choreographed the entire process from his office in Santa Ana, CA (1,500 plus miles away). Mr. Rosenthal never set foot on the property, knew nothing of the oil and gas business and never met the corporate buyer, but he demonstrated that he knew more about the property and the buyer's specific needs than anyone, period.

Mr. Rosenthal's nearly immediate vision/holistic understanding of the property exceeded everyone's imagination, especially after much prior effort had produced no results. Thanks to Mr. Rosenthal's persistence in believing in that vision after everyone else had given up, the deal was closed.

The tract that Mr. Rosenthal was representing was initially considered as "not highly desirable" for their new corporate headquarters by Steel Alloys & Services, LLC. If it had not been for the tenacity and resourcefulness of Mr. Rosenthal in promoting the property and intently advancing the benefits of that tract over the days that followed, Steel Alloys & Services, LLC would have located their new corporate headquarters and pipe yard facility elsewhere.

The challenges Mr. Rosenthal satisfactorily addressed and resolved from 1,500 miles away on behalf of the buyer, were a county flood designation, insufficient water and sewer services, a degraded surface stabilization and catching a miscalculation made by the surveyor of the property, all of which avoided jeopardizing the sale.

Mr. Rosenthal was so quick to understand and resolve every issue, that all parties were more than content to let him assume the leadership role to the finish line. Rosenthal Land Advocates secured a thirty-day due diligence period for the benefit of the seller and expedited the closing date by arranging to have the environmental test, a land survey and other documentation promptly forwarded. This action was taken to facilitate accommodating short-notice site inspections and recommending qualified consultants for the buyer's due diligence.

At the end of the day, Mr. Rosenthal accomplished what I would never have believed possible - I still don't. Yet he did so with supreme confidence and resourcefulness, methodically moving the chains forward until we reached the goal line.

Mr. Rosenthal has my highest esteem for being able to sell commercial real estate resourcefully, effectively and with utmost speedy efficiency in completing the transaction. Rosenthal Land Advocates is an extremely gifted and qualified commercial real estate firm--one of the best that I have ever worked with in over 20 years in the business.

Sincerely,

A handwritten signature in black ink that reads "Gary J. Loh, Jr." in a cursive, flowing script.

Gary J. Loh, Jr., CCIM
Principal