

## To Whom It May Concern:

I have been extremely impressed with Rosenthal Land Advocates (RLA). Over the course of five years, a number of well-known commercial real estate companies tried unsuccessfully to sell three bank-owned commercial parcels of land located at a highly traveled commercial corridor. After a handful of failed escrows, the bank hired RLA. RLA took the time to truly understand the City and community's expectations and needs. To my amazement, the property closed escrow in less than three months. Moreover, the City is delighted to now be working with the Buyer who is aiming to open its newest location in less than eight months. RLA is special—they have a unique ability to conceptualize and see things others simply can't see. RLA connected the dots and marketed the property's highest and best use with such clarity and purpose that potential buyers competed for a chance to own it. Amazing!

Sharon Paisley
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Development Director