

2415 East Camelback Road
Phoenix, AZ 85016-4290

+1 602 735 5555 Tel
+1 602 735 5655 Fax

www.cbre.com/phoenix

CBRE, Inc.
Brokerage
Industrial Sales & Leasing

RE: EASTPOINT BUSINESS CENTER, CHANDLER, ARIZONA

To whom it may concern:

Our team has worked with Dalfen America Corp since 2012 for both acquisitions and dispositions of industrial properties.

We recently represented Dalfen America Corp in the disposition of 3191 E. Washington Street in Chandler, AZ, an approximate 77,725 SF, fully leased, multi-tenant industrial building known as EastPoint Business Center.

Since acquiring the asset in 2012, Dalfen immediately repositioned the property which enhanced its image and function for Tenants in this submarket. These renovations included brand new speculative office units, new exterior paint, landscaping revival and parking lot repairs resulting in a high corporate image property that rivaled other top competitors. Dalfen's proactive approach to improving the property combined with their ability to facilitate lease negotiations resulted in growing the building occupancy from 64% to 100% occupied within an eighteen month time frame. The result was the property vacancy stigma was removed and created a very attractive investment opportunity for a wide range of buyers interested in multi-tenant industrial properties.

Dalfen America Corp made the leasing and sale process efficient and seamless for all parties involved. Through a clear line of communication, organization and diligence, Dalfen made it extremely easy for the Buyer to close on time.

We look forward to working with Dalfen America Corp again in the near future and are always available as a reference.

Sincerely,

CBRE, INC.



Mike Parker
First Vice President
602-735-5231



Evan Koplan
Senior Associate
602-735-5232