

March 21, 2011

Timothy M. Kerrigan, CCIM  
Investors Realty, Inc.  
11301 Davenport Street  
Omaha, NE 68154

Dear Tim:

Thank you for your assistance in the recent relocation of the Progressive Insurance office in Omaha. Your specialization in the Omaha office market was very valuable to the transaction and I was particularly impressed with your access to meaningful lease comparables. Knowing the market, and specifically current market terms, is critical for we brokers to add value for our clients.

Along with your market knowledge, your professionalism and hard work are appreciated and I really like the fact that you specialize in premium office properties in Omaha. With your Omaha focus, I have great comfort bringing my clients to you because I know they will get the best possible service for their Omaha real estate needs without receiving a sales pitch to service them in other markets. I have many good competitors across the country and its ideal that I don't have to feed them business when I need a partner in Omaha.

The Progressive lease had its complications but our client is very satisfied with the transaction. Their location is a great fit and the terms of the lease work well. You helped me impress our client and I hope to call on you again the next time I have an Omaha assignment.

Sincerely,



Howard Watkins