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VIA E-MAIL and HAND DELIVERY

Cohen, Seglias, Pallas, Greenhall & Furman, P.C.
1515 Market Street
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Re: Tenant Representation Services of Andrew S. Margolis

Gentlemen:

I am a principal of this firm. Andy Margolis asked me to serve as a reference for him and to recommend his services to you. I can do both with confidence. Andy would very well serve your firm's real estate needs.

I worked with Andy for nearly two years before signing another ten-year lease with the owner of 1515 Market Street. During that time, we inspected and/or reviewed countless buildings for lease and numerous buildings for purchase, in and around Philadelphia. Andy was tireless. He had a long-range perspective. That coupled with his enthusiasm and "desire to please" personality made my experience with him beneficial and pleasurable. He was available to me 24/7 to answer questions and develop strategies. He kept our best interest in mind at all times. He directed a closing strategy for us that had him earn a commission that was about half of what it would have been if we had chosen another location. He continues to keep in touch and assist in our real estate and related needs, here and in New Jersey.

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I found Andy to be professional, aggressive, thorough, accommodating, clever, and very knowledgeable. Simply, I believe him to be one of the most sophisticated if not the most sophisticated real estate broker working in Center City, Philadelphia. He is, without a doubt, someone you can trust.

If you hire Andy, you will in my opinion be getting the best.

Sincerely yours,


John J. Leonard
Managing Partner