



O N C O R I N T E R N A T I O N A L

K E I T H A . S U D D J I A N
S E N I O R V I C E P R E S I D E N T

March 25, 2003

To Whom It May Concern:

As a real estate broker active in the Bay Area for almost 24 years, I have had many occasions to work with Mayfield Investment Company, Inc., John Klimp and Mayfield Management Company. Since 1983 I have brokered approximately 21 property purchases or sales for them.

I've found that in every transaction, John Klimp and Mayfield have performed professionally, effectively, and always in a timely manner at every phase of the deal. Mayfield's office staff is always helpful and can be relied upon to provide documents and perform due diligence tasks promptly. It has been my experience that Mayfield has an excellent track record for performing and closing on transactions as agreed upon.

Mayfield Management Company's on-site property staffs have readily facilitated my needs as they relate to property and apartment access. John Klimp and Mayfield Management Company also over see the transformation of Mayfield properties, from major renovations, capital improvements, to ongoing maintenance, and the modernization of their apartment homes. Their excellent attention to detail and highly developed level of customer service results in high occupancy, among the highest rents in their market areas, and solidly increased property values. At sale Mayfield properties routinely generate record prices.

I am happy to recommend both Mayfield Management Company and Mayfield Investment Company, Inc., both as property managers and as principals. They stand as outstanding examples of quality and professionalism in the investment and management industries.

Sincerely,

A handwritten signature in blue ink that reads "Keith Suddjian". The signature is written in a cursive, flowing style.

Keith Suddjian
Senior Vice President