

Wachovia Corporation
Corporate Real Estate
FL0039
225 Water Street
Suite 850
Jacksonville, FL 32202

Fax 904 489-3544

Tim McKinney
Vice President

Tel: 904.489.3496
Timothy.McKinney@wachovia.com



WACHOVIA

December 4, 2007

Mr. James R. Jones III
Grubb & Ellis|Thomas Linderman Graham
1511 Sunday Drive, Suite 200
Raleigh, NC 27607

Re: Real Estate Advisory and Representation

Dear Jake:

Thank you and Grubb & Ellis|Thomas Linderman Graham for your professionalism and assistance with the numerous Wachovia real estate projects we have assigned to you over the last few years. Specifically, your work on the Chapel Hill build-to-suit project for Wachovia Securities, the regional specialty processing center, and the disposition of space in our former Raleigh Headquarters building exemplified your extensive knowledge across the market, and your steadfast willingness to succeed in each and every task with which you have been involved.

I am convinced that your process and diligence, in particular, were major factors in the success and outcome in each of the aforementioned projects. This, coupled with your team approach and your constant communication with key individuals within Wachovia, convinces me that we made a wise decision to hire you, and that you have made a significant positive impact on our bottom line.

To whomever it may concern, please know that I will be a reference for your future endeavors as you continue to compete for other significant corporate representation projects throughout the Triangle and regionally. Please feel free to have others contact me directly at (904) 489-3496 should they have any questions. I look forward to our continued professional relationship together and to many future successes.

Sincerely,


Tim McKinney
Corporate Real Estate
Transaction Director