

RECEIVED FEB 14 2002



February 12, 2002

William A. Allen, IV, Vice President
Grubb & Ellis/Thomas Linderman
2626 Glenwood Avenue, Suite 550
Raleigh, NC 27608

To Whom It May Concern:

I am pleased to have been asked to write this letter of recommendation for William Allen.

Alecta owned Carolina Place, a 100,000 sf office building in Raleigh, and William was our leasing broker. I was the asset manager working day to day with William, and his dedication to the account and client-oriented attitude and communication style made him a pleasure to deal with.

In a declining market, William brought the building to 100 percent occupancy, with several deals going at once, and the rental rates he achieved were at or above my expectations. He made me look good in my job, which is the name of the game for the client. Without William's outstanding leasing accomplishments at the building increasing the value of the property, we would not have been able to achieve the sales price we did when we sold the building.

I highly recommend William Allen for the Triangle Excellence in Sales Awards.

Sincerely,

A handwritten signature in black ink that reads "Sandra M. Hodkowski".

Sandra M. Hodkowski
Asset Manager