

WESTERMAN BALL EDERER MILLER & SHARFSTEIN, LLP
attorneys at law

Edward J. Bullard Jr.
Ext. 414
E-mail ebullard@westermanllp.com

August 15, 2010

VIA EMAIL

Re: James Famularo of New York Commercial Real Estate Services

To Whom it May Concern:

I am a partner in the commercial real estate department of the law firm Westerman Ball Ederer Miller & Sharfstein, LLP. My practice includes representing landlords, tenants, purchasers and sellers in connection with complex and sophisticated retail, restaurant and office lease transactions in New York City as well as other major cities and localities. During the course of my practice, I routinely interact, communicate and negotiate with real estate brokers representing the various parties to these transactions. During my approximately fifteen (15) years of practice, I have dealt with countless commercial real estate brokers and can say that real estate broker James Famularo of New York Commercial Real Estate Services stands out above and beyond other real estate brokers for several reasons.

First, Mr. Famularo's experience in and knowledge of the hospitality and restaurant business in New York City is unmatched and his contacts within these industries are unparalleled. From owners, operators, professionals, consultants and service providers, Mr. Famularo offers his clients a broad range of recommendations and referrals to assist his clients during both the negotiation stage of the transaction as well as post closing.

Second, Mr. Famularo takes a practical approach to each transaction he is involved in, no matter the size, in order to reach the ultimate goal for his clients – a closing on terms acceptable to his clients. In that connection, Mr. Famularo looks at the broader picture of each transaction and regularly offers reasonable and acceptable solutions to disputed issues or impasses that may surface during a transaction. His insight on these issues, especially in the hospitality and restaurant business, is invaluable and has saved several deals from terminating during negotiations and at the closing table.

Finally, and most impressively, Mr. Famularo works tirelessly on each transaction, again no matter the size. Mr. Famularo makes himself available morning, day and night for all aspects of a deal, including showings, negotiations, due diligence and permitting, often offering his assistance and expertise in liquor license applications, community board hearings, permit applications and even concept and design. Mr. Famularo is not a broker that focuses on his commission, but rather his focus lies with the relationships established on the transaction and the satisfaction of his clients. Whether the transaction is big or small, Mr. Famularo's commitment, focus and tireless efforts remain the same – the satisfaction of his clients.

For the foregoing reasons, among others, Mr. Famularo is an instrumental component to the transactions he is involved in. I highly recommend Mr. Famularo of New York Commercial Real Estate Services, without reservation, for any real estate transaction.

Please feel free to contact me with any questions.

Very truly yours,

Edward J. Bullard Jr.