

From Dr. Pete Hostetter, July 29, 2016, Sale of Medical Office

We were very happy with every aspect of this transaction from our initial contact to the final closing and were happy to have met your daughter. Everything seemed to proceed quickly and naturally. I suspect you had this buyer in mind from our very first meeting, but regardless he seemed to be a natural for the property. I have never had a property sell to the very first prospect, so how could there possibly be anything but satisfaction. And we were happy to pay your fee. Thank you again.

On Fri, Jul 29, 2016 at 11:11 AM, Doug Wilson <doug.wilson@svn.com> wrote:

Pete, and Carol,

Thank you again for choosing our firm to represent you; we really appreciate it.

If you have any follow up questions, please let me know.

Also, we have SVN offices in Cincinnati if you ever get the real estate "bug" in that area.

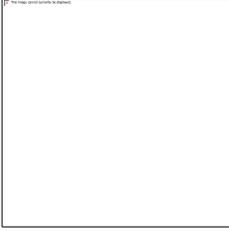
Glad to see you are feeling much better.

Sincerely

Doug



Douglas S. Wilson | Managing Director-Columbus
SVN | Wilson Commercial Group, LLC
SVN Asset Recovery Team | Midwest Team Leader
Easton Town Center, 4200 Regent Street, Suite 200 | Columbus, OH 43219
Phone [614.944.5140](tel:614.944.5140) | Fax [614.633.1084](tel:614.633.1084) | Cell [614.206.3881](tel:614.206.3881)
[SVN Difference Animated Video](#)



TOP 10 COMMERCIAL PRODUCER COLUMBUS, OHIO, 2014

Just Closed: 1123 Goodale, \$1.26 million

Just listed: Former Rite Rug, N STR 23, 10,000 SF, \$1.9 million

Just Listed: Brice Road Office, 18,600 SF, \$800,000.00 (\$47/SF).

Just Closed: 10 units, Groveport, \$519,000.00

Just Closed: 170 Units Bank Owned, Mansfield, OH, \$1,8 million.

Just Listed: OSU Newark Montessori Day Care and PreSchool; State Chartered.

Just Closed: 32 units, Cardington, Ohio \$715,000.00



TO: Licking County Foundation

RE: Doug Wilson

I have worked with Doug Wilson and the Sperry Van Ness/Wilson Commercial Group commercial real estate company for the past ten years. I referred Doug to Steve Jones to assist with the analysis and marketing of the Sullivan Building. Doug and I have negotiated many complex transactions. Often those clients faced difficult multi-generational, unstructured and challenging events, such as lenders with distressed assets and first time sellers of highly-appreciated farm land in the Licking County agricultural community. The most recent of these transactions was the sale of the Mowrey Estate, LLC, 168 acres at SRT 161 and SRT 310. One reason the heirs to this property made their decision to sell was the education process Doug provided the sellers about market conditions. Doug was patient and very capable in showing these sellers that better appropriate returns were available by reinvesting their sale equity.

Doug has lived in Licking County for 33 years and is a 25-year veteran of commercial real estate transactions. He has a deep knowledge of Licking County, but can bring Columbus metro and national contacts to any local transaction.

Please call me if you have questions.

Very truly yours,

James R. Havens

01-10-2014

April 9, 2014

Licking County Foundation
Newark, Ohio

Re: Doug Wilson

Dear Sirs:

I have known Doug in a professional capacity for six years now. Originally Doug represented our family in the sale of a property composed of a residence and 160 acre parcel of land which was negatively affected by eminent domain proceedings in the building of a four lane highway. Despite the challenges that the property offered, Doug through a very patient process made the property aware to a number of potential buyers. He accomplished this through the Sperry-Van Ness national network of which he is affiliated, networking groups, and sheer perseverance. In the end, he orchestrated the sale of the property to a buyer with which we were very much in favor and at an above market value price. In this transaction, Doug represented our family interest as the seller.

It has been my interest to continue involvement in real estate as an active manager of a property. In an even more challenging scenario, Doug is presently representing my interest in the purchase of a unique, yet somewhat complicated, property in Columbus. Due to the 1031 exchange requirements of the first property sale, we have been on a very tight schedule to accomplish the up-leg purchase of this property. To date, this has involved his participation with the seller's real estate agent, the seller's business manager, the buyer's attorney, and all of the negotiation aspects that go with the purchase. Due to the complicated nature of this property, his future involvement will include environmental and building inspection personnel, bank loan agent, holding company, survey personnel, and the title closing personnel. These are skills that I do not possess and it has been my pleasure to trust Doug in these capacities, knowing that he always has his client's best interest in mind.

It is my desire that continued real estate ownership allow me to accomplish larger long term goals. Through our relationship, I have learned how those tasks might be achieved. It has been my pleasure to work with Doug in the past and my hope that we can continue additional work in the future.

Sincerely,

Scott Mowrey
6840 Davison Lane
Alexandria, Ohio 43001
Cell: 740-334-0178

April 9, 2014

Licking County Foundation
Newark, Ohio

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Sincerely,

Scott Mowrey
6840 Davison Lane
Alexandria, Ohio 43001
Cell: 740-334-0178

RA Long Properties, LLC

April 10, 2014

Ms. Connie Hawk, Director
Licking County Foundation
30 N. Second Street
Newark, Ohio 43058-4212

Re: Doug Wilson, Sperry Van Ness

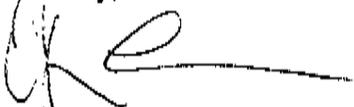
Dear Ms. Hawk:

We are writing this letter to recommend Doug Wilson as the agent to represent the Licking County Foundation. We could not say enough positive things about Doug. In March of this year we closed on our largest venture, Taylor Road Storage, located at 7821 Taylor Road SW, Reynoldsburg, OH 43068. This property is located in Licking County. Doug was able to accurately assess the value of our property. Furthermore, through Doug's large network of investors, he was able to secure a qualified buyer for our unique property within a month of being listed. Most importantly, this sale was brought to fruition and closed in the timeline we had discussed prior to listing the property. This sale was well over 4 million dollars, and resulted in the highest sales price per square foot for storage in the city. Needless to say, the process could have been quite difficult and tenuous. With Doug guidance, resources and professionalism, the entire process was completed with minimal obstacles.

Doug is highly intelligent and is easily able to assess the value of very diverse properties. We value his insight and trust his assessment pertaining to present and future value on investment properties that we are considering. We find Doug to be of high moral character and intend of using him for a long time to come.

Please do not hesitate to call either of us if you have any further questions.
Richard Long 614-306-7773 or Beth Long 614-256-4033.

Sincerely,



Richard & Beth Long
RA Long Properties, LLC

