

August 27, 2014

Francyne Lambert  
Carl Lambert  
Lambert  
2 Breeze Avenue  
Venice, CA 90291

Dear Francyne and Carl

Thank you for the care and guidance with the sale of our home in Santa Monica. Your professional yet caring approach was just what we needed for selling our home. You are wonderful negotiators, as you were able to get us well over our asking price.

From beginning to end, your calm yet strong approach reflected your many years of experience. It is evident that you both enjoy what you are doing.

With Warm Regards,

A handwritten signature in cursive script that reads "Cece and Jubilant".

Cece and Jubilant Sykes

August 3, 2014

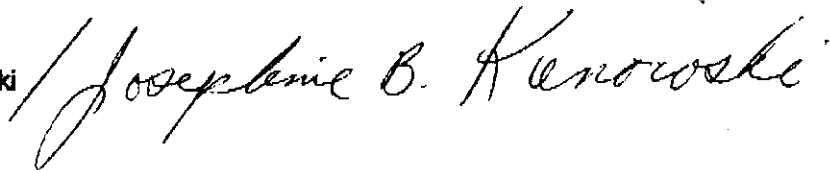
To: Francyne Lambert  
Lambert Investments, Inc.  
2 Breeze Ave. Suite 101  
Venice, CA 90291

Subject: 1504 Stanford  
Santa Monica, CA

Dear Francyne

I want to thank you for all you and your company has done in the selling of my apartment building. The transaction which took only 2 weeks was handled with the upmost in professionalism and efficiency. We would not hesitate to enlist your services in any future transactions.

Sincerely,  
Josephine B. Kunowski

A handwritten signature in black ink, reading "Josephine B. Kunowski". The signature is written in a cursive style with a large, looping initial "J".

June 14 2012

Francyne & Carl Lambert  
Lambert Investments, Inc.  
2 Breeze Ave., Suite 101  
Venice, CA 90291

Re: Sale of 6989 Trolley Way, Playa del Rey, CA 90293

Dear Francyne & Carl:

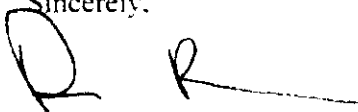
We wanted to express our deep gratitude for an amazing job on the sale of our duplex at 6989 Trolley Way.

Not only did you manage to sell the property swiftly but the sale price exceeding all of our expectations.

You managed to deal with very difficult circumstances. You made the process seem extremely smooth although it was not. You are both true professionals in your business.

We look forward to working with you in the future.

Sincerely,

A handwritten signature in black ink, consisting of a stylized 'D' followed by a long horizontal line.

Donna Baruch

January 22, 2013

Francyne Lambert  
Lambert Investments, Inc.  
2 Breeze Avenue  
Suite 101  
Venice, CA 90291

RE: Sale of 1428 Berkeley Street

Dear Francyne:

It was a great pleasure working with you on the sale of our apartment building mentioned above. Your expertise, professionalism and attention to detail were outstanding along with your superb talent to get us the best possible sale price was much appreciated.

Working with you and your team was a delight; we look forward to future opportunities and will highly recommend you and your company.

Thank you,

  
Dr. Boris Zak

October 2, 2012

Carl & Francyne Lambert  
Lambert Investments, Inc.  
2 Breeze Ave., Suite 101  
Venice, CA 90291

**RE:    Sale of Hill Street Building**

Dear Carl & Francyne:

I wanted to express how grateful I am for the care and guidance you've both provided me throughout this process. I've never had such a smooth escrow! Thanks to your hard work and exceptional resources, I have no doubt we achieved the best possible result.

And thank you for your grace under pressure. A ten-day escrow can be quite stressful, but I never saw you sweat! I felt everything was under your complete control and held to the highest standard.

You are both thoughtful and insightful and have my highest regard.

Sincerely,

A handwritten signature in black ink, appearing to read 'W. Armbruster', with a stylized, flowing script.

Walter S. Armbruster, CPA



Providing free quality health care to people in need

604 Rose Avenue

Venice, CA 90291

310.392.8630

[www.venicefamilyclinic.org](http://www.venicefamilyclinic.org)

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September 27, 2012

#### To Whom It May Concern:

It is my great pleasure to provide this letter of reference for Lambert Investments. I have served as Chief Executive Officer and Executive Director of the Venice Family Clinic for over 18 years. The Clinic, founded in 1970, provides quality primary health care to people with low incomes and no health insurance on the Westside of Los Angeles.

I recently hired Lambert Investments to handle the sale of a Clinic-owned property located at 613 Rose Avenue in Venice. President Carl Lambert and Vice-President Francyne Shapiro-Lambert both did an outstanding job. They have considerable knowledge and experience with the real estate market, which helped get our property sold within a relatively short time frame for its full asking price. Their firm provides comprehensive real estate services. Not only were they able to locate many prospective buyers for the property, they managed the many details and documents involved in the escrow and sale smoothly and efficiently. They also recognized that the Clinic is a charitable nonprofit and adjusted their standard commission to reflect this.

Both Carl and Francyne go out of their way to be helpful by personally dropping off or picking up documents and stopping by in person to consult, as needed. In addition to being consummate professionals, they are also great fun and easygoing, and I very much enjoyed their company.

Venice Family Clinic's experience working with Lambert Investments was a thoroughly positive one, for which reason I would highly recommend their services.

Thank you very much.

Sincerely,

Elizabeth Benson Forer, MSW/MPH  
Chief Executive Officer and Executive Director

Children First  
Early Head Start  
Inglewood

Culver City  
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Frederick R.  
Weissman Family  
Center

Anna Cohen  
Administration  
Building

Anna Cohen  
Health Center

Milken Family  
Foundation  
Medical Building

OPCC  
Ambulatory  
Access Center

Robert Levine  
Family  
Health Center

Santa Monica  
High School

Stans-Mann  
Health and  
Wellness Center

May 15, 2012

Lambert Investments, Inc.  
2001 Wilshire Boulevard  
Suite 505  
Santa Monica, CA 90403

Dear Carl and Francyne,

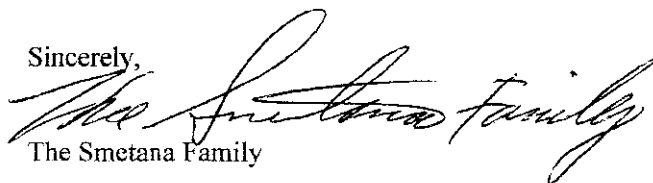
At the beginning of this year, through a mutual acquaintance, we were referred to you. Given our past experience, we expected another realtor/broker interaction based upon whatever listings you currently had without listening to our needs. To our surprise, you actually listened and researched the market to meet our needs. A month later, you found the apartment building that fully met our requirements and we engaged you as our Buyer's Agent.

Finding the apartment building was just the beginning. You professionally guided us through several counter offers and when we were about to break off all further negotiations and walk away from the deal due to reported multi offers at full list price, you innovatively proposed "out of the box" solutions that ultimately got the deal done through your perseverance and constant attention to details.

Given the above experience, we would only recommend you to someone who is not willing to settle for what others say the market has to offer, an innovative approach to getting the deal done, and the tenacity to ensure that all details, no matter how insignificant, are timely accomplished.

We look forward to working with you again on our next deal.

Sincerely,

A handwritten signature in cursive script that reads "The Smetana Family". The signature is fluid and stylized, with the first name "The" being smaller and more integrated into the start of the last name "Smetana".

The Smetana Family

April 24, 2012

Francyne and Carl Lambert  
Lambert Investments, Inc.  
2001 Wilshire Blvd., #505  
Santa Monica, CA 90403

**Re: Venice, CA Property**

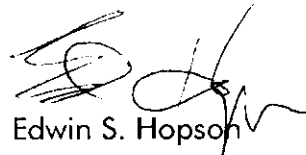
Dear Francyne and Carl:

It was a real pleasure working with you all to get the great price and consummate the sale of our property in Venice Beach last month. I was very impressed with your professionalism and hard work, particularly in dealing with a difficult agent on the other side of the transaction. It was only with your skill and tenacious follow-up that we were able to get the deal done.

Best of luck to you both in the future!

Sincerely,

WYATT, TARRANT & COMBS, LLP



Edwin S. Hopson

ESH/dkl

60083176.2





## A CLIENT'S **OPINION**

**NANCY M. MORSE**

1437 Princeton St. #3  
Santa Monica, CA 90404  
310-828-3864

May 14, 2002

Mr. Carl Lambert  
Ms. Francyne Shapiro Faraone  
Lambert Investments, Inc.  
2001 Wilshire Boulevard., Suite 505  
Santa Monica, CA 90403

Dear Carl and Francyne:

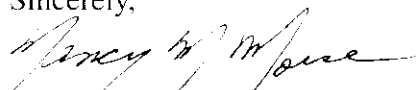
Thank you for all you did to make the sale of the apartment building an easy and relatively painless transaction. This is the first property I have sold, and the decision to sell was not an easy one. Your sensitivity to this was very helpful.

This sale was so smooth I was almost unaware it happened. You deserve the credit for this. Your awareness of your client's position, attention to the details from the beginning, and interest in accomplishing the task was important. An example is that you discussed clearly what I could expect and what would be required of me. That enabled me to do what I needed to do on a timely basis. You followed the entire transaction with this professionalism. Important to me is that you put together a sale that I am comfortable with.

I was refreshing to do business with a professional who knows the business and treats the clients with respect. In the two years since my husband's death I have needed to obtain assistance from professionals in a variety of fields. Few handled the business and that task at hand as well as you did.

I enjoyed doing business with you, and I appreciate the success of the sale.

Sincerely,

  
Nancy M. Morse



## A CLIENT'S **OPINION**

January 6, 2003

Mr. Carl Lambert  
Ms. Francyne Shapiro Faraone  
Lambert Investments, Inc.  
2001 Wilshire Boulevard.  
Suite 505  
Santa Monica, CA 90403

Dear Carl and Francyne:

Last week our family was all together for the holidays and we were discussing the highlights of 2002, so of course the sale of my parents' Santa Monica property came up. Suffice to say we all raised our glasses in a celebratory toast.

The successful sale of this building was a life benchmark for our family. And I wanted to write you to let you know that you were instrumental in making the sale happen, and helping my parents realize the benefit of their 20+ years of work on this piece of real estate.

Your efforts helped everything go smoothly and expeditiously. I especially appreciated both of you addressing all of our issues as we went through the process.

I hope the buyer gets an excellent return on the investment, and I wish you and your firm the best of luck throughout the year.

Thanks again.

Sincerely yours,

Ernest Fellenbaum  
305 Riverside Drive  
New York, NY 10025



February 4, 2002

Ms Francyne Shapiro-Faraone  
Lambert Investments, Inc.  
2001 Wilshire Boulevard, Suite 505  
Santa Monica, CA 90403

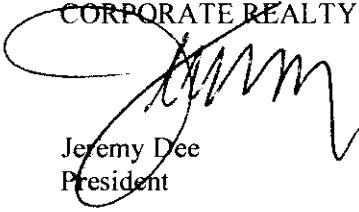
Dear Francyne:

As we have recently completed the purchase of the 13-unit apartment building at 511 Hill Street, Santa Monica, it is my pleasure to offer you some positive feedback.

In my twenty-three years of experience in commercial real estate, I have had the opportunity to work with individuals within the brokerage community who have displayed wide ranges of expertise and ability. The quality of service that you provided during the entire transaction was second to none. I took great comfort in knowing that your proactive approach to the business would keep you involved at every critical juncture and that you would offer meaningful input concerning milestone issues. In fact, your attentiveness enabled me to focus on other aspects of my business knowing that this escrow was in good hands.

Transactions come and go, but relationships prevail and I look forward to working with you many more times in the future. Thank you again for all your hard work.

Yours sincerely,  
CORPORATE REALTY ASSOCIATES



Jeremy Dee  
President

JD/ir

8383 Wilshire Blvd.  
Suite 210  
Beverly Hills, CA 90211

Voice 323.653.0500  
Fax 323.653.0520



## A CLIENT'S **OPINION**

June 17, 2001

Ms. Francyne Shapiro-Faraone  
Lambert Investments, Inc.  
2001 Wilshire Boulevard.,  
Suite 505  
Santa Monica, CA 90403

Dear Francyne:

You will never know just how much I appreciated all the time and help you gave me in selling my Mom's apartments. Believe me, I could not have done it without you! I know you went way beyond the call of duty and you were always such a professional. You are a very special person to me and will always be in my thoughts.

Thank you once again for your outstanding service, expertise and constant availability. You and your firm are one of a kind and really know this business. I would highly recommend you to anyone and we are very grateful to have had such a wonderful experience.

All the best,

Darlene Thingvold



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Santa Monica, CA 90406-7070  
Tel: (310) 623-0000  
Fax: (310) 453-0302

October 16, 2001

Lambert Investments, Inc.  
2001 Wilshire Blvd., #508  
Santa Monica, CA 90403

Dear Carl & Francyne:

I had the opportunity to work with your office for the sale of the property at 1128 Ocean Park Blvd.

The cooperation and professional services provided by your office was most appreciated and helpful in resolving any problems that arose from the date of the sale thru the close of escrow.

Working with your office was a pleasure and I look forward to future opportunities.

Sincerely,

Bob Gabriel