

# Gary Pepp -- Testimonials

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## WALLACE MEDICAL GROUP, INC.

22 July 2020

### LETTER OF RECOMMENDATION

It is with great pleasure that I recommend Gary Pepp in connection with commercial real estate brokerage services. Our practice, Wallace Medical Group, Inc. engaged Gary through the commercial real estate brokerage firm, Bailes & Associates, with which Gary is associated.

Our engagement lasted in excess of two years as we searched and considered various properties in a heated market that had low inventory in relation to supply. Gary was tireless in seeking out suitable properties. The search became protracted and Gary significantly aided us in extending the lease of initial premises, providing extra time to find, select, and negotiate terms on for new premises. The extension was key in providing the time necessary to not simply move to any new place but to move to the best new place.

We found Gary highly motivated, extremely knowledgeable, skilled and patient. Most of all, in contrast with many brokers with whom I have worked in the past, Gary actually listened to our desires and needs. His listening acuity was demonstrated in searching for premises as well as deal negotiations. This spared us the frustration, as compared to prior experiences, of:

- 1) Being sent properties which did not meet the specifications we had set forth, and;
- 2) Miscommunication with the prospective landlord(s) in getting through what at times were heady negotiations.

In addition to hard technical knowledge of the commercial real estate, including but not limited to varied aspects of properties, contractual terms and conditions, and sensing market parameters, Gary possesses a very temperate personality that proved very valuable in keeping all parties in a get-to-yes mode during difficult negotiation periods.

Based on the structure and business model of our practice, and my relative familiarity of commercial real estate matters, I was the principal point of contact in our practice for Gary.

Finally, I have found Gary to be consistently transparent, fully disclosing and of the highest integrity. I recommend Gary, without reservation, for any and all of your commercial real estate brokerage needs.

Sincerely,



Nicholas V. McClure  
Director, Administration and Finance

**Dr. Patrick Moore, MD**  
**General Surgery**

After 25 years of being in a group, I recently became a solo practice physician and had to find a new office space. At first, I used a realtor that represented both parties - building owner and me. I soon learned that I needed someone on my side.

I contacted Gary Pepp who was recommended by CAP, my malpractice carrier. Gary and I worked together for over a year to find the right practice location. He dealt with the realtors and only involved me when it was time for a final decision. He drew up the Letter of Intents as needed. Finally, he fought for me to get a competitive rate and some add ons such as marketing and free rent.

In the end, I was very comfortable signing my lease.

I highly recommend Gary Pepp as a business realtor.

**Patrick Moore MD, FACS, FASCRS**

“Joanne and I want to thank you for all your hard work. I know it was a tough lease to get through, but we really appreciate your professionalism and the way you helped us secure this building.”

– **Dr. Larry Drum and Mrs. Joann Drum | Seal Beach, CA**

“Thank you for all you do and for being a great guy. I really appreciate your expertise and professionalism.”

– **E. Mike Vasilomanolakis, M.D. Cardiologist | Long Beach, CA.**

“Mr. Pepp went beyond the call of duty and made sure nearly every detail with the new office was taken care of. I have been impressed with Bailes & Associates’ service, knowledge of the real estate market, negotiation skills, dedication and professionalism. I would recommend Bailes & Associates, Inc. to anyone without any hesitation for their commercial real estate needs.”

– **Sean Armin, M.D. Neurological Surgeon | Long Beach, CA**

“Thank you for all your effort and help. Suzette was right on with recommending you!”

– **David Rosenberg, M.D. NCV/EMG Testing | Los Alamitos, CA**

“Thank you Gary for a job well done.”

– **Elena Zaretsky, Vice President, Zaretsky Engineering Solutions | Fountain Valley, CA**

“Gary has always been very professional and diligent in giving us our options and making recommendations that were in the best interest of our group.”

– **Barbara Ledoux, Office Manager | Greater Long Beach Orthopaedic Surgical & Medical Group**

“It is without reservation that we highly recommend Gary and his company for all commercial real estate services.”

– **Mary Storms, Director of Operations, Argus Medical Management, LLC | Long Beach, CA**





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**Rodolfo Ibarra, M.D.**  
Board Certified in Internal Medicine

September 15, 2016

Bailes & Assoc.. Inc.  
18200 Von Karman Avenue  
Suite 710  
Irvine, CA 92612

To Whom It May Concern,

This letter is to express our gratitude for the extraordinary and tireless effort Mr. Gary Pepp invested in the assistance and coordination of locating the right office space for my medical practice. He used his expertise to negotiate terms that met our needs. I appreciate his tenacity in helping us in our search as it required overcoming several building requirements newly required of office spaces, as well as Lessor indecisiveness. He worked hard to see that the contract included proper language and terms. We are settling into our new office and are quite pleased with the location to grow our practice. I would gladly recommend him to my colleagues.

Respectfully,

A handwritten signature in black ink, appearing to read "Rodolfo Ibarra MD". The signature is written in a cursive, flowing style.

Rodolfo Ibarra, M.D.