

March 23, 2016

Recommendation: Lance Coulson, Senior Vice President, CBRE, Vancouver, BC

Regarding: The Sale process of Seymour Estates, North Vancouver BC

To Whom It May Concern:

I have had the privilege to work with Lance Coulson since the Spring of 2014. Lance and CBRE were chosen out of 6 Commercial Real Estate Companies to market our property for a court ordered sale. Throughout an incredibly complicated series of events, Lance and his team from CBRE handled the process every step of the way in a friendly, professional manner. Lance's ability to communicate, care and listen to the individual needs of 114 owners played a mutually beneficial role for a successful outcome. Being a team player, keeping the best interests of all in mind combined with his extensive knowledge of the market, Lance kept us and the deal on the same page. His attention to detail and strong support from CBRE, and ability to provide detailed documentation to the courts – all added up to securing excellent buyers not once, but twice in a fast changing market place.

I would highly recommend Lance Coulson to market real estate, especially a deal involving multiple interests and complicated issues.

Thank you for working closely with us Lance, your hard work is greatly appreciated by all,

Until next time!

Elaine McGuinness

Seymour Estates
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