

September 25, 2018

Via Email

Subject: Recommendation Lance Coulson CBRE Limited

To Whom it May Concern;

It is with much enthusiasm that I am writing this recommendation for the outstanding services provided by Lance Coulson and his CBRE team thus far.

When our 95-unit Strata Corporation at Parkcrest expressed a wish to explore possibilities of sale and disposition of property in June 2018, the strata council entered into this process with a level of dread.

After interviewing 5 highly competitive and reputable commercial real estate brokerage firms, the CBRE team was singled out and awarded with the Exclusive Listing Agreement to market our property.

During this process, Lance's negotiation skills, extensive experience, his creative knowledge of the industry and his exceptional enthusiasm for this project were recognized by the strata council to be the most suitable attributes for our needs and the Ownership, which inspired our confidence in the process and for achieving an optimal result.

In our most recent Special General Meeting where a great number of owners were present, Lance and his team educated owners about the market, described the unique nature of the property and most importantly, raised issues that we would not have been aware of and walked us through every single step of the process.

Strata council was especially impressed by Lance and his team's ability to plan a strategy and accurate implementation of such plan when faced with owners' negativity. This was done expertly, in a manner which displayed neutrality, resilience to objection and without polarizing the group.

At the end of this SGM, to our surprise, even those owners who routinely object, expressed their pleasure with Lance and his team, therefore, apologized for their hostile behaviour. Both resolutions sought by Strata Corporation at that meeting passed with high number of approvals.

Furthermore, in less than a week since this SGM, Lance and his team have already been assisting the strata by answering owners' queries either on a Friday night or on a short notice, by engaging the services of their team's translator for owner's who have language barriers.

Thus, we are excited to have Lance Coulson and his CBRE team as our agents in marketing and the sale of our property. We are specially thrilled to have Lance on our side when sitting at a future negotiating table.

I would highly recommend this CBRE Strata Wind-Up & Property Sales Team with no hesitation.

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