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SENT BY EMAIL

CBRE Limited
600-1111 West Georgia Street,
Vancouver, B.C.
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Dear sirs or mesdames;

Reference Letter

It is my pleasure to write this short letter of reference in regards to the services provided by Lance Coulson.

In 2014, I acted for a governing council of owners in a fractionally owned townhouse complex in North Vancouver. This is similar to but not a strata property ownership.

Selling the property required a B.C. Supreme Court Order which was obtained in January 2014. As a result of the Order, the council, on behalf of the owners were required to engage and hire a real estate broker to represent them in the sale of their approximately 6.25 acre property.

In order to meet the Court's requirement, I assisted the owners in interviewing 4 different firms specializing in the marketing and sale of large commercial and residential properties. Naturally, we interviewed the most reputable firms in Vancouver including CBRE.

Lance, together with Jim Szabo, presented to our clients on behalf of CBRE and made a strong impression on my clients both in terms of their proposed marketing strategy but also their willingness to work with a group of lay owners over a protracted period of time.

As first step, Lance and Jim took the time to work with the council to develop a customized marketing approach including a pricing structure to present to prospective purchasers.

Over the next few months, Lance and his firm then conducted a comprehensive international marketing of the property. Throughout this period, Lance kept the council informed about each step and the overall time frame.

At the end of this period, the owners were presented with 6 offers of which 4 were deemed substantive and in keeping with the price structuring. Again, working closely with the ownership, Lance and Jim negotiated with the prospective purchasers and secured a strong purchase price with the strongest prospective purchaser.

Under the terms of the Order, any accepted offer was still subject to Court approval – a fact that was consistently in the minds of Jim and Lance throughout the process.

The Court, thoroughly reviewed the marketing and negotiation process and made note that the steps and efforts undertaken by Lance and CBRE were professional, transparent and resulted in a contract which could be approved by the Court.

On a personal note, I found Lance and Jim to be extremely knowledgeable, creative and responsive to the needs of the owners in a unique property sale.

I would recommend Lance Coulson without reservation to any group of owners wishing to market their property for sale.

Yours truly,

Grossman & Stanley

Vincent Santacroce
VS

A large, stylized handwritten signature in black ink, consisting of several overlapping loops and a long horizontal stroke, is written over the typed name and initials.