

February 10, 2017

To whom it may concern:

**Re: Letter of Recommendation**

I have recently had the pleasure and good fortune of engaging Lance Coulson and his team at CBRE to sell my commercial property at 833 West Pender Street in the Central Business District of Vancouver. The property had been owned by my company for over 50 years and the decision of choosing a Realtor to market it was one that certainly was not to be taken lightly. I am happy to say that the decision to go with Lance definitely paid off and that he was able to achieve an excellent result.

We encountered a number of challenges along the way, and Lance always rose to the occasion in a calm and professional manner. Lance's knowledge of the market and his negotiating skills proved to be second to none, and ultimately we were able to achieve a record sale price.

I would highly recommend Lance and his CBRE team to anyone considering the sale of a commercial property. Please do not hesitate to contact me at 604 266-6132 to discuss further.

Yours truly,

Edward Chapman Limited



Edward Chapman  
President