

To whom it may concern:

RE: Sale of 8860 Montcalm Street, Vancouver in February 2018

Recently, Lance Coulson and his team at CBRE successfully helped us in the sale of our 24 suite apartment building in the Marpole area of Vancouver.

The 50 year old apartment was painstakingly built by my hardworking and forward looking parents. It was well kept after that by the second *and* third generations; the sole extended family asset. After much discussion, however, the family agreed that it was time to sell.

We interviewed Lance along with several other realtors before listing the property. It was clear that Lance stood head and shoulders above the rest and had the attributes we were looking for in a realtor – someone with wide experience, able to set our building in the current real estate context to greatest advantage, and able to market the property well through the extensive CBRE network. He also presented quite naturally as a consummate professional: genuinely personable, detail-oriented, conscientious, and confident that he could secure a sale for us.

His competent team compiled an attractive and comprehensive marketing proposal which went out in various forms to local, national and international clients. In short order, Lance had set up viewings of the building and suites with a number of pre-approved potential buyers. He worked well with the company who managed our building to organize viewings with minimal disturbance to the tenants. He was polite and friendly in every encounter. Lance kept us current by phone and email following viewings indicating the level of interest that had been generated. His frank and insightful assessment and counsel were helpful.

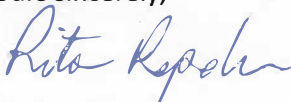
We appreciated that Lance took the time to listen to the ‘story’ of our building, to understand its history, the legacy and memories it represented and its significance to our family. In fact, he communicated this to potential buyers, not treating the venture as “just another structure to put on the auction block.”

Lance walked us through the negotiations and secured an acceptable, solid offer with no subjects. The whole process was timely and without undue delay.

The sale of a property can be overwhelming at many levels. Lance and his team, however, provided the professionalism, resources and personal touch for a best possible experience in making the most of this singular opportunity.

My family and I have no reservations in highly recommending Lance and the CBRE team. I would be pleased to discuss our positive experience further and can be contacted at 604-813-6031.

Yours sincerely,

A handwritten signature in blue ink that reads "Rita R." The signature is written in a cursive, flowing style.

Rita R