

August 10, 2019

Mr. Lance Coulson  
CBRE National Apartment Group-BC  
Suite # 2500 – 1021 West Hastings Street,  
Vancouver, BC

**RE: Sale of the Point Apartments & The Meridian Apartments in Langley, BC**

To Whom It May Concern,

Lance Coulson and his CBRE National Apartment Sales Team recently assisted us in selling two of our newly constructed purpose-built rental apartment buildings located in Langley, British Columbia; that being the 90 Suite Meridian Apartments in August 2018 and most recently the 98 suite Point Apartments in June of 2019.

After deciding not to renew the listing agreement with another local brokerage firm in the spring of 2018, we reached out to Lance and his apartment team to see if they could assist us in sourcing a qualified buyer at a price and terms that met with our expectation for the sale of the Meridian Apartments. Right from the beginning, Lance and his team exuded a high level of professionalism and a commitment to service throughout the entire sales process, and as a result they were able to quickly secure a qualified buyer who had substantial apartment holdings in BC.

Shortly after the Meridian Apartments sold, we reached out to Lance and his Team again to initiate the sales process for our next project, The Point Apartments, which at the time was about half way through construction.

Lance was able to structure a rather unique pre-sale agreement that both parties found to be satisfactory. I was also impressed with how Lance was able to provide the buyer with insight into each of the building's unique attributes in order to help them understand that they were buying buildings that were unique to the market, which would attract and retain quality tenants and would continue to appreciate for years to come.

Lance and his team were extremely dedicated and hands-on throughout the entire process and were able to achieve mutually favorable outcomes for both property transactions. Lance and his team were a pleasure to work with and I would highly recommend their brokerage services to any Developer looking to sell their rental project.

Sincerely,

A handwritten signature in black ink, appearing to read 'Dale Regehr', with a long horizontal flourish extending to the right.

Dale Regehr  
Tannin Developments