

October 30, 2019

To Whom It May Concern;

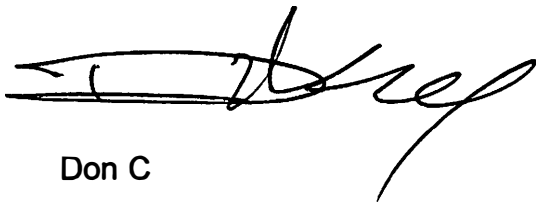
Lance Coulson and his team recently sold our apartment block in North Vancouver.

I originally met Lance a couple of years ago when he approached us to ask if we were interested in selling the property. He knew a bona fide purchaser who wrote an attractive offer. For various reasons we did not want to sell at that time, but I was impressed that he took the initiative to bring us a good offer. I appreciated his nonaggressive approach, his obvious pool of potential purchasers and his realistic assessment of the market and property values.

Earlier this year when we decided to sell, I contacted Lance along with other realtors. Lance immediately brought an offer, while the other agents only focused on getting a listing. We went through various offers with Lance and finally closed on one.

The due diligence and sales process has become much more complex over the many decades I have been involved in real estate. Lance's team were very helpful and professional at handling all the analysis and documentation.

I highly recommend Lance and his team. He is well connected with apartment purchasers, is easy to contact when needed, and is efficient in getting the job done.

A handwritten signature in black ink, appearing to read 'Don C', written over a horizontal line.

Don C

President