



# Amanda Payne

Senior Manager, Corporate Development

WESGROUP PROPERTIES

January 26, 2018

To whom it may concern,

**Re: Avison Young – Mr. Rob Greer**

We had the pleasure of working with Rob Greer and his team on a recent large scale industrial acquisition in the Vancouver area which is set to close in early 2018. The acquisition was quite complex and we faced several unique challenges relating to environmental, building condition and the vendor's leaseback requirements. Rob Greer and his team's effective communication, attention to detail, and knowledge of the market, were instrumental in getting this deal over the goal line.

Although this was my first time working with Rob from the Purchaser's side of an acquisition, I have known Rob for a long time and previously worked with him at Avison Young. From working with Rob on various projects at Avison Young I was always thoroughly impressed with his meticulous sales approach and ability to qualify purchasers; a very specialized and important trait to have in today's competitive investment market. I can say from experience, that Rob and his team consistently ensure their clients' needs are put first and will work tirelessly to ensure that they receive the highest value for their properties.

I would fully recommend Rob and his team to any prospective vendor or purchaser and would be pleased to answer any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read "Amanda Payne", with a long horizontal flourish extending to the right.

Amanda Payne  
Senior Manager, Corporate Development  
Wesgroup Properties  
604-633-2897

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