

Date: January 29th, 2021

Who: Fred & Sue Cook

Attention: 116 Mill Street, Uxbridge – 23 Suites

1. What problem did you need to solve, and did we solve it as you expected?

We needed to sell our building at a price that was agreed upon. Skyview and Danny did just that. Skyview brought a buyer who was committed and who we feel will take care of the tenants who have been with us for so long. That was really important to us because they are like family.

2. What was your situation before choosing to work with Skyview?

We were not thinking of working with anyone before we chose to work with Skyview. We had a conversation with our lawyer who highly recommended Danny and his services.

3. Did you have any anxieties before choosing to work with us?

We were nervous about selling though a pandemic, COVID-19. It didn't seem easy or ideal but Danny really assured us that he would get it done and then he did. He made us feel confident that we were in the right hands. Viewings were another thing we were worried about, having multiple people in and out of the building, but it was handled very well and organized by Danny and his team. Danny and Skyview addressed all of our anxieties.

4. Why did you choose to do work with us?

We needed to sell the building because of some health issues that didn't allow us to continue taking care of the property at its full capacity.

5. Why did you choose us instead of another company?

Our lawyer recommended Danny. He was very professional and straight forward from the moment we met him. He took the time to answer any questions we had, and made sure that we always completely understood everything that was going on.

6. What about the timing made you contact Skyview at that time?

Danny came highly recommended by our lawyer who we trust. Danny made us feel comfortable and was very professional which we loved.

7. What did you think about the Skyview team and our teamwork?

Excellent. Just excellent for everything.

8. What was your favorite part about working with us? (Did anything stand out?)

We got the price that we agreed on and we felt very pleased. We thought the negotiation process would be more difficult but it wasn't and the fees were great. We felt that the deal was very fair. We were also happy to see Danny's commitment to the superintendent, Jody. He cared about what happened to her and wasn't just focused on the sale. That was really nice to see.

9. What surprised you about working with us?

No surprises.

10. Would you recommend Skyview's services to your network?

If we knew anyone selling another apartment building, we wouldn't hesitate to send them to Danny because we know that he would take care of them, just like he took care of us. Right now, we just don't know anybody who is selling or we would recommend Danny for sure. Jessica was also really great to work with. We have nothing bad to say at all. This entire process was good and seamless. Even our lawyer was very impressed with the professionalism from Danny, Cliff and Jessica. Thank you again and please say hi.