

Date: February 2nd, 2021

Who: Joe Bullas

Attention: 116 Mill Street, Uxbridge – 23 Suites

1. How long have you known Danny? What is your history?

I've known Danny for about 25 years. I was looking to buy an apartment and I met him when his offices were located north of the 401 on 14th Avenue in Markham. When we first started looking at apartment buildings together, we looked at several listings before finding the perfect one in Newmarket, of which I still own today.

2. How many deals have you done with Danny previously?

Since I've met Danny, we've roughly done several deals together.

3. What does Danny do differently that you have not experienced before in the industry?

I have had the opportunity to work with different sales representatives over the years, and Danny has always stood out. He is the guy to spend actual time with me to develop a strong understanding, and a strong friendship which is appreciated.

4. What features stood out to you during this project?

I met Danny and Cliff at the property, and the cleanliness of the building was exceptional. You could tell as soon as you entered that it was very well cared for, and this really stood out to me.

5. What has been your experience working with Danny and Skyview overtime?

My experience with Skyview is that everything always goes smoothly, and I am always left with a positive result. Danny calls it a "cookie cutter" process and its exactly that.

6. Did you get a Due Diligence package?

Yes, I did, and receiving a Due Diligence package upfront allowed me to make up my mind quickly.

7. Did you like the evaluation that was completed? Was it helpful?

Dealing with the financials first and foremost is on the top of the priority list and getting this package upfront made the process that much easier. Getting this package as a Buyer, saved a lot of time and allowed myself and my partner to easily review everything that was presented and then ask the right questions if they were not already answered in the package. Including photographs at this stage also helped.

8. Did anything stand out about the team at Skyview during this deal?

Whenever I work with Skyview the more familiar, I become with the process. It gives me a greater sense of calmness, so I know what to look for and how to do it. Its very appreciated.

9. What would you say in recommending Danny and Skyview to a friend?

Danny does outstanding work. He is very patient and takes his time to explain the market. Danny and the Skyview team are all very attentive and if there are any questions or if any hiccups come up along the way, they are dealt with very expeditiously.

10. Is there anything else you would have liked more of, or would like to comment on?

I don't think I would want more of anything, just for the team to keep up the great work and to continue doing what they are currently doing.