

## TESTIMONIAL INTERVIEW WITH ROSEMARY

**Date:** July 19<sup>th</sup>, 2021

**Who:** Rosemary

**Attention:** Portfolio Sale

160 Hughson St, Hamilton

21 Summit Ave, Hamilton

293 Upper Wentworth St, Hamilton

### **1. What was the reasoning behind selling your entire portfolio?**

My husband recently passed away, and in his will, he left something behind for everyone who meant something to him in his life. As much as I wanted to respect his wishes, I found that due to some family conflicts and the nature of his will, working with specific people was not going to be an option. I decided that selling the portfolio would be the best course of action for everyone involved. And although I was sad to let go of all his hard work because he did build these buildings himself, I know it was the right decision to make.

### **2. Why did you choose to work with us instead of a different company?**

I received a glowing recommendation from my lawyer, Mitch Bates, about Danny. He has not steered me wrong before, so I knew that I was making the right decision by following through. I am glad I did as well because it was a great recommendation.

### **3. Did anything stand out when working with us?**

The entire team was very detail oriented and easy to work with. Everyone was always so polite and well organized. They expected the unexpected, which was reassuring.

### **4. Did Skyview solve your problem as expected?**

Skyview, Danny, and the entire team did an amazing job to help mitigate my situation and help guide me through this entire process.

### **5. What did you think about the Skyview team and our teamwork?**

I really enjoyed the fact that if and when I wanted to call Skyview or speak to Danny, time was always made available to me. I received consistent follow-ups, updates, and feedback from him. I was not treated as just "another listing", or a senior who didn't understand the first thing about real estate. Some sale representatives have a tendency to make biased judgements before really getting to know their clients and I didn't receive that treatment from Skyview at all. Danny spoke to me until we were both satisfied and on the same page with the entire process and assured me that himself and his team would take care of everything, and they did just that!

### **6. What was your favourite part about working with the Skyview team?**

I was about to learn new things about the industry. I always felt wiser after my discussions with Danny.

### **7. Do you have any feedback for Skyview so we can be better for the next person?**

I would say to keep going as you are! I had such a pleasant experience, and I am grateful for the lessons and the new knowledge I've gained along the way.

### **8. Would you recommend Skyview's services to your network?**

Yes, I would recommend the Skyview team to my network. I have nothing but positive things to say about the company and all the team members. Thank you for making a difficult situation easy. It was reassuring to know someone was on my side during this time and I am very grateful for that.