



12/3/13

Sean Dalfen, Chief Investment Officer
Rob Kurlender, Director of Capital Markets
Alexi Lachambre, Senior Acquisition Analyst
Dalfen America Corp
4444 Ste Catherine W, Ste 100
Westmount, Quebec H3Z-1R2

Re: Acquisition, 500 Matrix Parkway, Greenville SC, 72,000SF Industrial Flex

Terranova Realty Services has dealt exclusively in the management and disposition of distressed real estate since 2008. It was a pleasure to work with the Dalfen team, because they “get it” when dealing with top 10 banks.

There were multiple parties interested in this property, but Dalfen’s offer made it clear that they understood the REO process, and the limitations of the seller. They understood that they would have to be creative in their due diligence, and they hit every mark from contract to closing.

I look forward to working with Dalfen again in the near future.

Will Pouch

Will Pouch
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