

29 March 2023

**TO WHOM IT MAY CONCERN**

I am honoured to be writing this reference for Wollongong-Strata, Tanya Edwards and her devoted team, as well my congratulations to Tanya for her success thus far.

I am blessed to deal with Tanya and her team as a business client, and as well as an owner in a strata complex (where I recently purchased and saw how poorly the building was managed and the owner's corporation were very unhappy with the existing strata management company). Since changing to Wollongong Strata, our building is better managed, looks better and we have been able to make cost savings as well through the abundance of skills and contacts that the management team are able to offer.

Harrison Property has been dealing with Wollongong-Strata since its inception. Further, I have known and dealt with Tanya since 2004 in real estate sales and have had a continued business relationship when she started working in strata management.

One of the things that Wollongong Strata do best is the setup of strata at the development stage. As part of a property development group, it is important for us to engage a strata manager in the final stages of the development. The expertise from Tanya and her team throughout this process is exceptional, we know that all matters will be attended to and set up is completed down to the finest detail. There really are no other strata companies that provide the same trouble-free service.

Not only does Wollongong Strata provide excellent service in the setup of strata, the effort that the team at Wollongong Strata put into maintaining buildings is outstanding. They are attentive, nothing is ever a problem and they go above & beyond what any other strata management company will do, they are always working behind the scenes focusing on the best trades, price and all within acceptable time frames. They have the fundamentals to do the right thing by their customers, people and partners, as well great relationships with contractors who are also happy working with Wollongong Strata.

Most notably it is a credit to Tanya as to the speed in which she has been able to grow the business, supporting owners & developers alike within the Illawarra and far South Coast.

In summary, Wollongong Strata does what a strata manager should do:

- Get on with all owners and resolve issues;
- Provide consistent attention to any issues or matters;
- Free up time of the owners to enjoy strata living;
- Will meet with owners onsite whenever a problem will arise;
- Provide support when needed

I would like to wish Tanya and her team at Wollongong Strata every success.

Yours faithfully

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