

Testimonial for Ms Michele Newman, Property Search 4U

Contemplating a career move from Brisbane to Sydney, I quickly came to the conclusion that the most difficult thing associated with an inter-state relocation was actually finding a place to “call home”. Knowing the part of Sydney that I wanted to live and having inspected just one open house not knowing anything of the local real estate market presented a dilemma. I enquired from the agent at this open house as to whether such a role as a “buyers agent” existed and I was given a recommendation to contact Michele Newman. I immediately felt very relaxed and in “safe hands” after my initial conversation with Michele. We had to act quickly, as the auctions for the 2 properties of interest to me were being conducted in less than 7 days. So much preparatory work needed to be done (body corporate searches, review of contracts, market research to determine “fair market value” etc). Michele’s knowledge of the process and how to efficiently obtain information was outstanding. It was clear to me that Michele enjoyed a strong professional relationship with her peers in this industry.

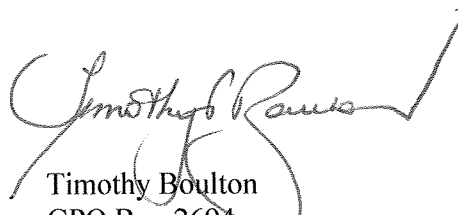
After 5 days of intense investigations and late on a Friday afternoon, we were told that the first property of our interest was sold - 24 hours before the scheduled auction date. Although disappointed, I continued with my plans to fly to Sydney the next morning, with a view to focusing our efforts on the second property. Michele kindly offered to collect me from the airport, and we immediately went to view the property. We decided at that time that we would “throw our hat into the ring” at auction later that afternoon. I had confirmation of a financially strong Body Corporate and the Solicitor recommended to me by Michele came to Michele’s home (on a Saturday morning!!!!) to review a contract of some 200 pages. Time was of the essence – Michele stayed very calm and “on task” all the while. We registered at the auction and enjoyed a quiet coffee at a nearby café, discussing bidding limits and strategy. Very clearly, the strategy employed by Michele was successful, and the property was mine.

I couldn’t have been more happy with the outcome of the day. During the previous week I had been impressed with the professionalism displayed by Michele in all her communications with me, but this was well and truly “cemented” as I watched Michele in action that day.

I firmly believe that the success fee paid to Michele was but a small price to pay considering the time savings and cost savings from me having to travel interstate to attempt to carry out the investigatory work associated with purchase at auction. I also believe that our bidding strategy reflected the best possible price for the acquisition of the property.

After the exchange of contract, Michele continued to have an active involvement with her review and comment of the Management Agency Agreement, and pre-settlement inspection of the property on my behalf.

On my part, the whole process has been smooth and seamless. Michele's attention to all detail has been very impressive. It is with great pleasure that I provide this Testimonial.

A handwritten signature in black ink, appearing to read "Timothy Boulton". The signature is fluid and cursive, with a long horizontal stroke at the end.

Timothy Boulton
GPO Box 2694
Brisbane QLD 4001

21 January 2008