

Tim & Miranda Elliott
5/47 Rupert Street
SOHO LONDON W10 7PE
UNITED KINGDOM

ATT: Gavin McPherson
Oasis Property Buyers
Suite 12, Level One
287 Military Rd
CREMORNE NSW 2090

Dear Gavin,

Re: Testimonial for your services

As expats living in London, we made things very difficult for Gavin at Oasis by giving him just two weeks notice of our three day visit to Sydney from the UK. However, we were extremely grateful for Gavin devoting two whole days to us starting with a very valuable strategy discussion and general suburb introductions on the first day.

On the second day we were particularly impressed by how well Gavin had selected the properties for us to view – a real mixture of properties right on our specification and some that were slightly different that helped to keep our minds open. Our apartment of choice was first listed at \$638k in September 06 but Gavin noticed that there had been a steady decrease over the months as the property was gradually marked down closer to its real value indicating that the seller may have become distressed.

Gavin was able to arrange an inspection just days after an uncooperative tenant moved out and before the first Saturday opening. Despite our eagerness to offer close to the asking price of \$545k Gavin persuaded us to hold our nerve while he coolly negotiated a final price of \$503,500! Contracts were exchanged for a 60 day settlement and after a total of about 4 emails later (thanks to Natalie's conveyancing) – the property was all ours. As a final touch Gavin volunteered to complete our pre-purchase inspection since we were no longer around.

Gavin had a good working relationship with the various agents we met (as opposed to the combative attitude of some buyer's agents that introduces needless and costly animosity into the transaction) and we feel this was a big part of us securing a priority viewing of the property and, ultimately, an excellent price. His extensive advice on strategy and comprehensive knowledge of the market was enormously valuable and reassuring. At the end of the day, this gave us the confidence to strike quickly when the opportunity presented itself, avoiding much of the competition and increasing our chances of us securing a bargain.

In summary, in addition to saving us more than double his fee, Gavin also gave us all the help anyone could hope for and was an absolute pleasure to deal with throughout. We can't recommend him highly enough.

Sincerely,

Tim & Miranda Elliott