

April 2009

To Whom it May Concern,

We highly recommend Gavin Mac Pherson as a Buyer's Agent or Negotiator for any property purchase. Gavin excels in his profession and has to be amongst the best in his industry. Our experience of his service was superb. The result he has delivered for us is exceptional.

We wanted to buy our own home taking advantage of the possible opportunity of a buyer's market. With two small kids the legwork was difficult, before we even arrived at negotiating a purchase, so we decided to use a buyer's agent. In Gavin we hoped we'd found someone who would not only do the legwork for us, but who could go beyond what we would be able to do ourselves if we had more time. Our brief to Gavin was to deliver a blue chip asset and a home, and to deliver significant savings on the price we could have negotiated on our own behalf. We wanted those savings to recover the costs we'd put into a previous building project that hadn't worked out, and turn a negative past situation into an opportunity for something better.

Gavin delivered a wonderful result which achieved all these things. He implemented a strategy which he explained fully to us, taking into account the falling house prices at the time, and the lack of stock appearing on the market. Gavin knew precisely what he was doing during negotiations, including when and at what price to begin, and when to walk away. We were as involved as we felt like being, but were able to rest in the knowledge that we weren't missing anything out there when we chose to be uninvolved. He was always able to clearly explain his reasons for considering or rejecting a particular property, while leaving final decisions in our hands. This helped our thinking process enormously, and aided us in keeping to our original objectives.

Thanks to Gavin's speed, experience, confidence and Oasis Property's in-house conveyancing services we were able to act quickly when the right opportunity arose with only a short time frame available. Due to his excellent negotiation skills, we saved a significant percentage off the market price that the house would normally have sold for, covering his fees multiple times over, and were able to deliver conditions which made this worthwhile for the vendor. Without Gavin's negotiating ability and the speed of the related conveyancing service, it is unlikely this would have worked out. Throughout this process, Gavin was honest, forthright and genuinely enthusiastic. He maintained good relationships with all parties and undoubtedly achieved the best possible price.

Additionally, we were selling another property, to fund our new purchase. When an agreed sale fell through taking all the momentum out of its selling campaign, Gavin quietly advised us on how to keep our sales agent motivated, how to revitalise the campaign and at the end, a variety of ways to negotiate a successful result when two interested buyers began to compete for the property. This advice made a huge difference – the house was sold three weeks after the new campaign began, for exactly the price that had previously fallen through. This advice was completely complimentary, very educational, and made a stressful experience much easier to ride through.

Working with Gavin was amongst the best experiences we've had working with a professional in any industry, with very happy results. We highly recommend Gavin's services without reservation.

Kyle and Fiona Howland-Rose