

Black Rock Consulting Pty Ltd

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Dear Gavin,

I am writing this open letter to you to express my deepest appreciation for your efforts and success in finding our dream property. My line of business frankly makes me time poor, and so the prospect of not just searching for the right property to buy, but also the prospect of figuring out the right buy price and tactics was daunting, even for an established business man like myself.

Engaging yourself (and Natalie as our conveyancer) turned out to be the best investment decision I could have made. We obviously ended up with the property we wanted (a large block in a great neighbourhood like Longueville with a knock down house) at the right price. But it was the way this occurred I was most happy with. There are many aspects to how you work that I would recommend to other potential users of your service :

- Your commitment to being there when needed – I still remember looking at the house in Balgowlah Heights on a Saturday morning at next to no notice with you and Natalie taking turns looking after your only recently born baby
- You keeping me up to date with options and status via phone very regularly
- Your advice on negotiating techniques which we applied with the Longueville property, but you also changed strategy very quickly when you obtained information about a competing buyer – as shown by the fact we closed the deal only 10 minutes before that other buyer came in to make a higher offer !!
- You listening to what we wanted and staying true to that brief, but also making sure we were made aware of other very compelling properties – indeed the property we ended up purchasing had a narrower frontage than our specification, but the rear perspective was so unique and the land size meant we will not have problems with the councils gross floor ratio requirements.

So all up, it was indeed a worthwhile investment and I would be more than happy to explain that to your potential customers.

Yours sincerely



Mark Chrimes