

17 April 2004

Patrick Bright
EPS Property Search
Level 1, 21 Grosvenor Street
NEUTRAL BAY NSW 2089

Dear Patrick

I am writing to thank you for your outstanding work in securing a Sydney property for me at nearly \$27,000 under the advertised asking price.

Not only did you secure the property at a great price, you also assisted me in finding the property I wanted in the suburb I wanted to live in. In addition, the property I purchased met all of my "must have" criteria.

Being a first home buyer, I was somewhat anxious entering the Sydney property market, not knowing how to negotiate or knowing what was a fair price. I don't believe I would have been able to secure such a great price for my property without your services. You also assisted me in narrowing my search, in that I focused only on a couple of suburbs instead of many!

You also made the whole process of buying a property stress free. I did not feel uncomfortable at any time from beginning to end as I had faith that you would find the right property and negotiate the right price, and you knew exactly what I wanted.

By utilising your services it also saved me a lot of my weekend time! I had been doing the weekend runaround, going from open to open wasting a lot of time and energy. After two months of doing this I had already had enough! This was one of the main reasons for using EPS, I wanted my weekends back. In addition, I realised I really needed help in buying my property, otherwise I would keep looking at properties that were inappropriate with the end result of not buying anything.

I also did not want real estate selling agents ringing me back about properties I was not interested in. Fortunately I have not had too many negative experiences with real estate selling agents, but I soon found I felt uncomfortable having to deal with them. By going through EPS, it was fantastic to avoid all that! It was great only having to deal with you rather than several real estate selling agents (with the knowledge that the selling agents were on the vendor's side and not mine).


Thank you also for being as excited and passionate as me about finding a property that I would love. You certainly wouldn't find that with real estate selling agents.

The end result was that you negotiated a great price, saving me more than your fee with only a 5% deposit on exchange of contracts. What was even more impressive was that you continued the negotiation process after contracts were exchanged, and negotiated another \$5,000 off the previously agreed purchase price during the 5 day cooling off period. This was a very welcome surprise!

Overall I am extremely happy with my purchase and I thank you for your invaluable assistance in helping me enter the daunting Sydney real estate market. I have no hesitation in recommending you and EPS Property Search to others.

I would also like to thank the team at EPS, as they were friendly, professional and helpful at all times.

Yours sincerely



Alison Browne