

24/11/03
Ian.M.Fulton

CC:Mr. Patrick Bright
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To Whom It May Concern:

It is with great pleasure that I put pen to paper today, to applaud the services offered by the EPS Property Search team.

Following many frustrating months of dealing with real estate agents, whose own agenda was seemingly more important than that of their prospective clients; I decided to engage the services of Patrick, Debbie and the EPS team.

My wish list for a property according to the abovementioned real estate agents was unattainable and I was often informed that my expectations were too high and I should lower my sights, increase my budget (easier said than done in the current economic climate) or instead consider one of the many lesser quality properties that they themselves had to offer. It was a "catch 22" situation, the longer I waited the more property values increased.

Feeling somewhat hesitant that my needs and wants could be fulfilled by anyone, my mother and I met with Patrick to discuss the situation. As my mother would be the property's occupant her needs and desires in turn had to be considered, ranging from the terrain, access to public transport and other amenities.

Immediately our fears were put to rest and the process was set in train.

Within 2 ½ weeks the dream was realized.

The property secured is indeed a "unicorn".

Patrick and Debbie's amazing ability to negotiate once the property had been found to be to our liking was nothing short of incredible.

To this day I am still in awe of what has been achieved.

The property in question is extraordinary in many ways:

-it was secured 3 days prior to auction, thousands below what would have been the realistic reserve.

(An amazing feat in anybody's language)

-it came in under our own budget. Something I was informed constantly by estate agents was too low to begin with.

-fulfilled not only our needs but also our wish list of wants.

To Patrick, Debbie and the entire EPS team for your courteous, caring and extremely professional service my mother and I say thank you. However thank you hardly seems enough; to say your blood is worth bottling and you're worth your weight in gold is probably more appropriate.

For those considering engaging the services of the EPS team, I ask what are you waiting for? In my experience all you have to lose are the egotistical ravings of real estate agents whose own agenda in their mind is paramount to yours.

WHAT DO YOU HAVE TO GAIN? EVERYTHING!

Yours Sincerely

A solid black rectangular box used to redact the signature of Ian M. Fulton.

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