

Billy Govan

19/11/03

Patrick Bright
EPS Property Search
PO Box 311
Neutral Bay NSW 2089

Dear Patrick,

I wish to thank you and your whole team for successfully finding and securing my new unit.

I had been thinking about buying a place for over one year and spent quite a few Saturdays inspecting various properties but I was still uncertain about which suburbs to consider, which properties would be appropriate, etc., etc. From my first dealings with EPS Property Search (at the Channel 9 Money Show), I was confident that you would be able to smoothly assist me with finding an appropriate property. This confidence was well placed – I am now the owner of a unit that I am very happy with. It's true to say that I would have never found this unit without you – it wasn't listed in the Sydney Morning Herald's Domain newspaper!

Also, by engaging your services, I was able to free up my spare time. I only had to attend one inspection and from it, agreed with your detailed assessment that this was a unit that met all of my search criteria I gave you and so should be pursued.

During these negotiations, you were able to use your knowledge of the real estate industry such that I felt we were in charge of the sale and not the vendor! It reached the stage that I actually started to feel sorry for the vendor, such was the strong position that you had us in.

During all of this, there was no stress for me – you dealt with everything on my behalf and it was all quick, efficient and painless.

The impressive end result was that you haggled 10's of thousands of dollars off the price, negotiated a 5% deposit and extend the settlement period to 10 weeks and still managed to secure the purchase for me.

Of course, I have been praising your services to family and friends and when it is time for me to purchase my next property, I intend to use your services again. Please feel free to use myself as a reference.

Thank-you again and best wishes to everyone at EPS Property Search.

Yours sincerely,

Billy Govan