

To EPS Property Search,

Glen Diemar

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To whom it may concern,

When I was deciding whether to use an agent or not, I was reading a lot of real estate books and starting to get a grasp on what a difference a good property can provide. Even 1% extra growth can mean a whole lot of money 10 years later, far outweighing the total of any fees incurred. EPS was the second buyers agent I looked into using and I chose them for two reasons. My EPS Agent made me feel extremely comfortable when we first talked and not like I was being trapped into anything and I was put onto EPS by my mortgage broker who I trusted and who gave them a big wrap. It was the first time that I had used a buyers agent and once I decided to use EPS I knew I had made the right decision.

I live in central SA and was not able to put in the time and research needed to get a well performing property. My target spend was \$650,000 to \$830,000 and we were looking for my second property. Since I was spending a rather large amount of money I felt much more comfortable being guided by my agent, Kristen and I remember feeling that I would have used EPS even if I lived in Sydney as this is such an important and possibly critical buy in my portfolio.

Buying a property for investment purposes is something you don't want to get wrong, and it is very easy to get it wrong. This will also help me with the burden of the age old saying that "you will learn from your mistakes". A line used constantly by investors and the writers of property investment magazines. The fees to EPS at first seem high but only 2.4 % of the purchase price over the life of my investment is a very small insurance fee...one that could essentially save me from loosing or even worse, never making a lot of money.

Not only was I made to feel very comfortable with the way Kristin conducted herself, but I learnt a huge amount of valuable information about the process of buying property which you will often only get after purchasing many properties.

Kristin put in a huge effort; there were times when we'd still be strategising our next move at 10 pm at night or on Kristin's short 3 day holiday down the South Coast as she sat on the beach with her laptop and phone.

The most important thing I can forward to others is that when your agent asks you to make big decision then make them quickly, i.e. NOW. Otherwise good opportunities will slip through your fingers. The market Kristin and I were working in was fast, incredibly fast. We were buying between Dec-March 2009/10 and properties advertised at \$750,000 were going in 1.5 weeks and selling at \$850,000-\$890,000. Big decisions in this kind of market must be made quickly, even if you as the buyer (not EPS) are buying sight unseen. I learnt to have 100 % confidence in my agent.

Kind regards

Glen Diemar