

5 Glasgow Terrace Grafton



SOLD \$955000 under the hammer

This property had a moderate amount of print marking with 3 of the 5 bidders come off internet marketing.

After some fierce bidding from 5 bidders this property sold under the hammer and both the vendor and purchaser were delighted.

VENDOR COMMENT

I have encountered Gilly and Grant three times in recent years either as a purchaser or seller of houses in central Auckland. The first time was when I purchased the house of my dreams in Mt Eden. It was by tender and I was very pleased with the way the process was run. Rather than just simply taking the top bid, significant discussion and negotiation with the top bidders permitted me to be successful. I like to think that genuine bidders get an opportunity to reflect and work through the process rather than being locked into a mechanistic process. Possibly I was persuaded into paying my maximum, but still was/am delighted with the purchase and have no regrets. I think it shows how effectively Gilly works hard on behalf of the vendor as a negotiator.

The second occasion involved the sale of a residential property in flats. It was unusual and difficult to value. Although initially at tender, the sale was negotiated before the closing date. I was very happy with the price.

The third was a sale at auction during the quiet market in late 2009. I was not prepared to sell unless I got a good price. It did sell on the day at \$70,000 above my reserve. Needless to say I was delighted.

Throughout all these experiences Gilly adopts a relaxed and professional approach at all times. In conjunction with Grant, I felt comfortable at all times regarding the process, the negotiations and the final outcome. Neither of them tried to push their views, change my mind or influence the process to optimise their benefit at my expense. This is important because one needs to feel that one's agent is empathetic, honest and working in the interests of all parties (but in particular the vendor). I was worried about what would happen if my reserve hadn't been met but on reflection I don't believe that neither Gilly or Grant would have tried to pressure me to make a rushed and unwise decision.

During all the processes, Gilly kept me fully informed and managed that nice balance between effective communication and being intrusive. I prefer to choose somebody I have confidence in and leave them to get on with the task. Gilly excelled.

Finally, Gilly meets every challenge with a smile, cheerfulness and is a delight to work with. I highly recommend her. I'm happy to be contacted if any further information is desired on the phone numbers below.

Peter Hensman 021 671 722 09 4461050