

The Osbornes Difference

Harcourts™

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HIGHLAND REAL ESTATE GROUP LTD. MREINZ

LICENSED AGENT
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We believe an exceptional result is what YOU Deserve! Another satisfied client says -

After 14 years of enjoying Queenstown's beautiful environment as a holiday destination, my wife and I decided to sell our apartment and return to Australia more permanently for medical reasons.

Our history of dealing through agents in Australia had not been inspiring and since I had experience of selling professional businesses, we decided to list our property for sale privately using 'Trademe' and local newspapers for advertising. The result was that we had 14 parties inspect the premises and 4 parties wanting to buy but none of these was able to secure bank finance for the project.

Consequently after the expense of air fares, legal contracts, property valuation and advertising we decided to use a local agent and attempt an auction sale to avoid the hassle of buyers unable to secure finance. After some market appraisal of properties sold in the area and consulting with friends, we decided to give Harcourts and their operatives Warwick and Megan Osborne a try.

We met with them in autumn, they inspected the property, provided a comprehensive property appraisal together with a quote for auction selling and organised a strategy for listing in spring after our return from overseas. We followed their schedule which began with our meeting early in September to finalise arrangements. Less than 2 weeks later we had our first open day and the auction date was set three weeks after that.

Approximately 40 parties viewed the premises and by the evening of the auction, 9 parties had registered to bid (three from overseas). The opening bid was well above our reserve and the final sale price was much, much higher than we had accepted in our earlier private listing.

The service we received from Warwick and Megan Osborne was exceptional. Their methods and procedures prior to auction were most professional and the documentation, communication and feedback after inspections was far superior to any we had experienced with agents listing our properties in Australia.

Their friendliness, consideration, professionalism and the thoroughness of their advice and service has left us in admiration and appreciation of their selling method. To us it seemed unique, confident, but always modest, quiet and very polite. We regard them as worthy real estate agents, we commend them for their sensitivity and professionalism and believe they bring great credit to their company, Harcourts of Queenstown.

Rhyl and Jim Martin, Sydney Australia



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