

Peter Kelaher

From: Peg Nightingale [pegnight@bigpond.net.au]
Sent: Monday, 5 June 2006 12:38 PM
To: peter@pkproperty.com.au
Subject: thanks (somewhat belated)

Dear Peter,

We just wanted to say thank you for your help in buying our new home and selling the old one. After 35 years in the old house, and engaging in no real estate deals other than a private purchase in the States, we felt somewhat at a loss in trying to figure out how things work these days. You were invaluable to us in advising on what would be realistic prices for both properties and the best process for buying and selling.

In fact, without you I am pretty sure we would not have succeeded in the purchase of our new house when another buyer attempted to pre-empt the auction which we had been assured would go ahead. I had no idea things could happen so fast and would not have known where to start.

It was great having you telling us what to do when. All we had to do was follow instructions. In the end, I believe the price of the new house was lower than it would have been at auction, and indeed, we would probably have decided to drop out of the bidding and would not yet be living in a place that suits our lifestyle so well. On the other hand, you had also managed to keep negotiations on our second choice alive, and knowing there was a fall-back was most comforting.

As for the sale of the old house, your advice on negotiating a contract with an agent to represent us and on how to present the property was very helpful. And when we got to the final stages of agreeing on a sale, it was most useful to have an outsider's opinion on whether to accept a price a bit lower than we hoped or whether to hold on.

The other thing to say was that it was fun watching you work and you did manage to de-stress a process that was becoming very difficult for us. Thank you so much.

Yours sincerely,
Peg and Peter Nightingale

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