



HARBOUR
PLAZA
NORTH POINT

Harbour Plaza North Point
A member of
Harbour Plaza Hotels and Resorts
MTR Quarry Bay Station, Exit C
665 King's Road, North Point, Hong Kong
Tel : (852) 2187 8888
Fax : (852) 2187 8899
Email : hnp@harbour-plaza.com



21st February 2001

Mr. Peter Kelaher
PK Property Search & Negotiators Pty Ltd
PO Box 198 Manly, NSW 1655
Australia

Dear Peter,

Despite the state of euphoria that Bettina and I are currently in, we wanted to take time out to write to you and thank you for securing our dream home in Bilgola last night.

Two weeks ago, whilst on a business trip from Hong Kong, I happened per chance to spot a property that caught my attention. Everything about the property seemed perfect - except that it was going to auction on 20th February leaving me no time to even comprehend a way to buy it.

Upon flying back home, my wife had invited friends around for dinner and I casually mentioned my affection for the home and the poor timing. Coincidentally, they had of recent, purchased a home in Manly with your assistance and that same night gave me your contact details. With so little time left I had no real hope that we would have any chance of securing the house - and it must be mentioned, as this would be our first property, had no idea of the steps involved.

From the moment we spoke, I was immediately impressed with how calm and reassuring you were and that if we really wanted the property you would be able to make it happen. Within 24 hours, you had arranged the solicitors, the required inspection, rental opinions, assessments and array of necessary details.

Peter, what impressed us the most was your continued assurance that you would get us the best price for our house. But when on the night you actually negotiated the property for \$120,000 below our reserve - we were to say the least, stunned beyond words.

You have given us back years of our life - as we can come home much sooner than we ever thought we could. Peter, for this we will be forever grateful. Many expatriates here are in a similar situation as ourselves and I know when I tell them about what you have done for us, you will be the very next phone call they make.

Again, thanks for all your efforts, your patience and your reassurance.

Our most sincerest regards,

Dean & Bettina Schreiber
Home Owners!