

1 June, 1999

Mr Peter Kelaher
PK Property Search & Negotiators
PO Box 198
Manly NSW 2095

Dear Peter,

It took Peter much less time to find us an investment unit than it has taken us to find time to write this letter of recommendation!

We wanted to purchase an investment property, but with a very hectic work schedule and a young family, finding the time to look for one was proving difficult. We didn't want to spend what little family and relaxation time we had dragging two unwilling children from one open inspection to another. Peter's name was mentioned three times in conversations with people in associated industries so we decided to have him over to hear what he had to say. Having bought and sold three properties in the past we knew we had the skills and experience to do it ourselves and were sceptical of the need for someone like Peter, especially in a market where prices were escalating and there seemed to be little if any room for negotiation.

We decided to go ahead and it took nine days from when Peter started looking for a property till we purchased a unit at auction! We thought we knew most of the tricks of the trade but Peter had quite a few up his sleeve that we didn't know about, and I'm sure these were the reason we were successful at the only auction we needed to attend. It was the most painless and stress-free auction we've ever attended. The unit was exactly what we wanted; in Cremorne close to the CBD, two large bedrooms, lock-up garage, internal laundry, small block, water views, balcony with sunny aspect.

Thankfully Peter's service extends far beyond simply searching for and negotiating on property and does not end at the auction. Through his service and his contacts he has taken all the headaches out of the entire process; he recommended the conveyancing company, he has an excellent contact in interior decoration who is organising the refurbishing of the unit, he is also using his negotiating skills to appoint a Property Manager and ensure we have a quality tenant paying rent as soon as possible.

We have been very impressed with Peter's professionalism and the extent of his knowledge and experience in the industry. We would not hesitate to recommend him to anyone intending to purchase property.

Thanks for your help and we look forward to working with you on the next one.

Yours sincerely,


James A Delahunty
Managing Director



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