



# Before

YOU SELL  
PRE-LISTING GUIDE  
BOOK







# HOW TO *Choose* A REAL ESTATE AGENT

When it comes to selling one of your most valuable assets, your home, it makes sense to take the time to choose a qualified and knowledgeable sales consultant who has the right tools and strategies at their disposal.

Your choice of agent could be the difference between a good price and a great price, a quick sale or being stuck on the market.

When speaking with sales consultants, don't be afraid to ask as many questions as you need to ensure you are comfortable and confident with your consultant.

On the next page is some key items to consider when making your decision as well as the top five questions to ask when interviewing real estate agents.

TEAM

# Dicky & Joyce

MEET OUR TEAM



## RICKY FAN - TEAM LEADER

027 288 2623

[ricky.fan@harcourts.co.nz](mailto:ricky.fan@harcourts.co.nz)

Born and raised in Hong Kong, Ricky has roots in graphic design and photography, which saw him launch his design house that serviced a multinational client base. What was a fulfilling outlet for his creative and entrepreneurial passions happily came second to re-joining his young family in Auckland in 1999.

As a self-starter armed with a can-do spirit, and a multilingual competitive edge (fluent in mandarin, English and Cantonese) Ricky later put his hand to real estate in 2006. These past 17 years has provided ample opportunity and trial alike: navigating the twists and turns of the housing market and Auckland's ever expanding suburbs and development with his clients. Ricky brings both seat time and diverse expertise to the table - which has seen purchaser relationships become vendor relationships, a real testament to the personal commitment Ricky brings to every connection. After all these years - Ricky remains expectant and optimistic for Auckland's current evolution, the place he and his family and first grand baby call home.







## JOYCE GU - TEAM PARTNER

021 0919 2068

[joyce.gu@harcourts.co.nz](mailto:joyce.gu@harcourts.co.nz)

Joyce has been working in real estate for more than 16 years. Joyce is a specialist in both residential and projects sales. She can speak English and Mandarin fluently.

This allows her to diversify her client base across a variety of cultures. Joyce's friendly, reliable and hardworking nature ensures quality and consistent service is provided to all her clients. Listening to clients' needs, finding solutions and achieving great results guarantee her clients' happiness. Your property, your dreams, Joyce is willing to help you to achieve them. Choosing Joyce as the right salesperson will most certainly, positively impact the final result.



# OUR Marketing CAMPAIGNS

## Harcourts Golden Links Marketing Compliments

- Homes.co.nz
- Little Red Book - Platform Promotion
- WeChat Platform Promotion
- Realestate.co.nz
- Oneroof.co.nz
- Facebook Promotion
- Hougarden
- Digital Property Information Magazine

## PLATINUM STAGING PACKAGE

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**\$6600**

- TradeMe Platinum Package - \$1299
- Signboard + Flyers Package - \$388
- Photography (Photo + Video) - \$700
- Staging - \$3000
- Auctioneer - \$875
- LIM Report - \$325
- Title - \$8

## GOLD AUCTION PACKAGE

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**\$3700**

- TradeMe Platinum Package - \$1299
- AIM DIGITAL Extent (Facebook & Google) - \$250
- Signboard + Flyers Package - \$388
- Hougarden Listing Package - \$199
- Photography (Photo + Video) - \$350
- Auctioneer - \$875
- LIM Report - \$325
- Title - \$8

## BRONZE PACKAGE

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**\$2200**

- TradeMe Platinum Package - \$1299
- AIM DIGITAL Extent (Facebook & Google) - \$175
- Signboard + Flyers Package - \$358
- Hougarden Listing Package - \$99
- Photography (Photo) - \$250
- Title - \$8



Bluebook



JUST LISTED

Suburb:

A celebration of  
introduction of  
abundant space  
to a modern  
residence, this  
property is a  
true masterpiece  
of modern living.

Suburb Street 26/28pt

850m² 4 2 2.5 1

**A celebration of exciting architecture... 12/14pt**  
Introduction of a new era of modern living, this property is a true masterpiece of modern living. It features a large pool, a modern kitchen, and a spacious living area. The property is located in a prime location, close to schools and shopping. It is a true masterpiece of modern living.

**Auction** Saturday 11 Month 11.15am, on site  
**View** Wednesday 6.00 - 6.30pm, on site  
**Harcourts Officename** 10/12pt

**Agent Verylongname**  
M 012 345 6789  
agntverylongname@harcourts.co.nz 10/12pt  
**Agent Verylongname**  
M 012 345 6789  
agntverylongname@harcourts.co.nz 10/12pt

harcourts.co.nz



Harcourts

Harcourts Your Office



JUST SOLD

Selling in New Farm  
4 2 2

Harcourts

# Harcourts

# SALE



**Agent Verylongname**

0415 123 456

harcourts.co.nz

Your **Harcourts**

Harcourts Office Very-long-name Real Estate Ltd ABCDE 2020

**Harcourts**  
Office Very-Long-name



## Sale

850m² 4 2 2.5 1

**Auction** Saturday X Month 11.15am, on site  
**View** Wednesday 6.00 - 6.30pm, on site  
harcourts.co.nz/xxx  
**Harcourts Officename**

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• Dunt utUscimillupit mo beaqua



**Agent Verylongname**  
M 012 345 6789

Your **Harcourts**

Harcourts Office Very-long-name Real Estate Ltd ABCDE 2020









## CHOOSING THE RIGHT SALE

# Method

When choosing a selling method your agent should provide you with advice based on your situation. When you need to sell by will be a significant factor in this decision plus who is impacted by the sale and how everyone is feeling about the move.

Methods of sale that involve a quick but intense marketing period with structured buyer viewing opportunities can often be the less disruptive choice. Setting a sale date in place allows you to plan ahead and can create urgency for buyers to act quickly in your favour. There are four key methods that you can choose from to sell your property.

Priced or No-Price, Deadline Sale a private treaty contract or Auction under a public sale contract.

**PRICED:** A private treaty campaign is flexible and can be adapted easily to meet the market requirements. The property is marketed with a price guide. Which can be adapted throughout the campaign. This campaign allows buyers to put forward offers subject to conditions such as finance and building & inspections.

**NO PRICE:** The same campaign type as "Priced" however with the

pricing indicator removed. This is sometimes recommended when the property is difficult to price. However it does cause buyers some frustration and only ever recommended for a short period.

**DEADLINE:** The Deadline Sale process allows buyers with conditional and unconditional interest to put their offers forward by an end date.

**AUCTION:** Selling by Auction is the preferred option for many. This is because the property is generally on the market for a shorter time, and has the highest sales success rate. An intensive, high profile auction marketing program attracts genuinely interested, cash-in-hand buyers. These buyers are focused on the maximum price they'll pay not how low their offer should be. Combined with the excitement of the big day it's this natural level of competition that helps establish the highest possible price on the day.

# Sale

## METHODS



### PRIVATE TREATY

#### MARKETING PERIOD

- All buyers have equal opportunity to put offers forward
- Buyers often decide to view based on price
- Buyer can offer straight away
- Requires marketing planning for 8 weeks.

#### NEGOTIATING

- Sometimes multiple buyers in private competition
- Negotiate with each offer individually
- Negotiations on conditions, settlement and price.

#### CONDITIONAL PERIOD

- Building Inspection
- Valuation & Finance
- Other Conditions
- Finding and holding back-up buyers
- Re-negotiating if required
- Settlement



### DEADLINE SALE

#### MARKETING PERIOD

- Buyers focus on the property not the price
- Buyers enter the emotional process: like > want > need
- Deadlines can be accepted up until deadline date
- Seller may consider a premium offer and sell prior

#### DEADLINE DAY

- Multiple offers considered
- One chance for buyers to be chosen as the most favourable offer
- Offers submitted are confidential
- Buyers fear losing the property

#### NEGOTIATING

- Negotiate with most favourable contract
- Negotiations on conditions settlement and price.

#### CONDITIONAL PERIOD

- Building inspection, valuation & finance, other conditions
- Finding and holding back-up buyers
- Re-negotiating if required
- Settlement



### AUCTION

#### MARKETING PERIOD

- Buyers focus on the property not the price
- Buyers enter the emotional process: like > want > need
- Buyer seeks financial approval to bid
- Hold buyers until auction day
- Seller may consider a premium offer and sell prior.

#### AUCTION DAY

- Multiple buyers in open competition
- Bidding up not negotiating down
- Buyers see the value is real
- Buyers fear losing the property
- Buyers justify paying more to win.

#### NEGOTIATING

- Negotiating first with cash bidders
- Once sold under the hammer there are no conditions
- Open negotiations to non cash buyers after auction if necessary

SOLD

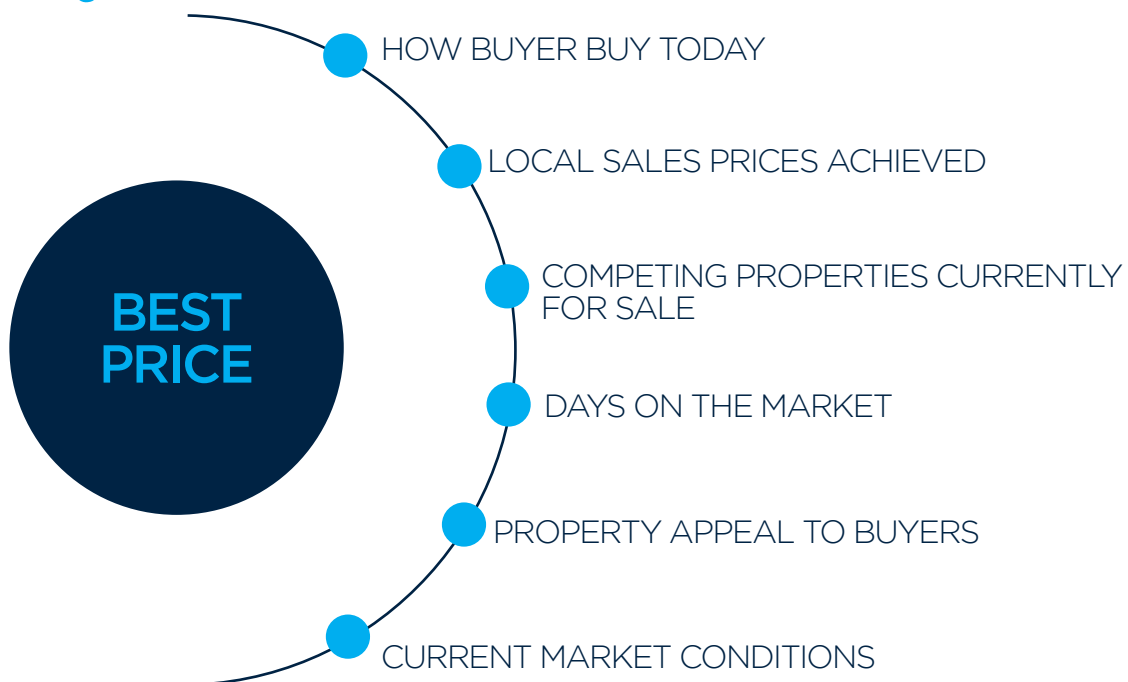
SOLD

SOLD



THERE IS  
MORE TO  
PRICE THAN

*Opinion*



The most difficult task for most sellers is determining the value of their property.

The advertised price of your home must be just right. If you price it too low, you lose money and if you price it too high you'll lose buyers. That's where it's important to work with an agent with comprehensive market knowledge and expertise in property pricing techniques.

When interviewing agents sometimes sellers might simply choose the person who suggests their home is worth the highest value however, in practice, this can be a risky move if that agent hasn't provided compelling data to support their pricing suggestion.

To help, here are some things you should know:

1. The current market determines the value of your home so make sure to study the current real estate market facts and figures.
2. Research shows that the properties that sell the quickest also sell the closest to their initial asking price.
3. Buyer interest is greatest for your property within the first three weeks of hitting the market.
4. The longer a property sits on the market the more likely it will attract a lower price.





## FREQUENTLY ASKED QUESTIONS

# Auction

### **What if no one registers for / turns up to the auction?**

In this instance, your Harcourts auctioneer will pass the property in and inform any attendees of the next steps to take if they are interested in purchasing the property. In reality, this isn't something that happens very often. With a robust and well thought out marketing campaign, any home can attract prospective buyers.

An auction campaign:

- Builds urgency for buyers with a purchase deadline
- Creates a public competitive transparent environment for all
- Finds true 'cash' unconditional buyers for your property
- Gives seller control – you set the terms (option of accepting offers prior to auction)
- Removes risk of over or under pricing campaign focused on the property and not the price

### **What if nobody bids?**

It's understandable that buyers might be nervous amid the excitement and pressure of an auction. This is why it's common for an auctioneer to be met with silence when asking for an opening bid. Some buyers will have a strategy and may wait to see what others at the auction might bid. So, to get the auction rolling, your Harcourts auctioneer may choose

to nominate a starting bid - this is referred to as a 'vendor bid'. A vendor bid will only be used to create momentum during the auction, and cannot be used above the seller's reserve price.

### **What if the reserve price is not reached?**

In this event, your Harcourts auctioneer can pause the auction and come and speak to you, the seller. They will go back to the current highest bidder and ask if they're prepared to increase their offer to a price at which you're prepared to sell. If the bidder is not prepared to do that, your Harcourts auctioneer will then ask if you're prepared to adjust your reserve price.

That's why it's important for you to have a price in mind that perhaps you wouldn't be entirely happy with, but you are prepared to sell at. If neither of these scenarios happen, then a sale cannot occur, and your property will be what is referred to as 'passed in'.

### **What happens when the property sells?**

After your Harcourts auctioneer announces the property as 'sold', it is then time to focus on the buyer. Your Harcourts sales consultant or auctioneer will then take the buyer aside and begin to process the contract of sale straight away. The buyer will then make arrangements to pay the deposit. As the seller, you will be required to sign the contract and the sale will be concluded.

# Negotiating

## WITH YOUR BUYER

*When you receive an offer on your property you have three options – accept the offer, decline the offer or counter-offer and continue negotiating with the buyer.*

One of the most important traits of a great agent is their ability to negotiate on your behalf. The negotiation process is a bit like balancing on a tight rope, you want to get the most out of the buyer without pushing them so far that they walk away. Once you lose a buyer in the negotiation process it is very difficult to get them back to the table.

Here are some important points to be sure of before you start the negotiation process with any buyer:

1. This goes right back to the beginning of the process – make sure you have tested the agents negotiation skills prior to signing with them – a great negotiation can land you thousands more in your back pocket.
2. Make sure the agent gets every offer in writing and that you don't counter offer until it's on contract (some buyers will submit a letter of offer prior to contract).
3. Before you counter-offer or accept an offer make sure your agent calls every buyer that has been through the home first to triple check there is no further interest from any other party. A multi-offer scenario is the best chance for a great price.
4. If there are multiple offers make sure your agent follows the REINZ guidelines and receives every offer on contract, and has every buyer sign a multi-offer form.
5. You aren't simply negotiating price, but also conditions and settlement period – remember to make sure you understand and are happy with all aspects of the contract.





## ACCEPTING AN OFFER

*Once you have come to an agreement on price, conditions and settlement period for the purchase - both parties will sign the contract and initial any alterations. Most agents in New Zealand use the REINZ approved contract which has been written by the Auckland Law Society.*

The final agreed contract will include the agreed price, deposit details, conditions of sale, and settlement period as well as the standard contract conditions and disclosures. If the property sells by auction there will be no added conditions and no cooling off period, the standard auction deposit is 10% and standard settlement period is 30 days from date of contract.

Some common conditions of sale are:

- Finance
- Building report
- LIM Report
- EQC Report
- Sale of another property
- Due diligence or specialist searches
- Body corporate or council searches
- If there are conditions on the sale of the property your agent should continue marketing your home and completing inspections until the sale is confirmed.



There is lots to organize and remember so make sure to ask your agent for a moving checklist – this will help to make sure you don't forget anything.







# Completing

## THE SALE

*Once all the conditions (if there are any) have been met you'll receive correspondence from your buyer (often via their solicitor or conveyancer) confirming they are satisfied and the conditions are at an end - this means the contract is now "unconditional" and the last part of the process is awaiting settlement.*

In this time you can start preparing for your move. There is lots to organise and remember so make sure to ask your agent for a moving checklist - this will help to make sure you don't forget anything.

The purchaser is entitled to inspect the property at an agreed time - normally in the week prior to settlement, and as the seller you must hand over the property in the same condition in which it was sold.

Settlement then takes place on the settlement date agreed on the contract (normally between 30 and 90 days from contract date), and is generally organised between the buyer and seller's legal and financial representatives.

Officially, this is when ownership passes from you to the purchasers and the balance of the sale price is paid to you or your financial institution.

On settlement, the solicitors will exchange the monies and transfer documentation. They'll also provide documentation to your agent for approving the release of the keys to the buyer.

Within a few days of settlement the purchaser's solicitor or financier will register the necessary documentation and mortgage transfer with the Land Titles Registry.

# MAKING THE MOVE YOUR Checklist

## Remember to cancel

- Telephone, internet and cable TV
- Gas, water and electricity (arrange a final meter reading)
- Newspaper delivery.

## Organise for moving day

- Obtain supply of boxes
- Get packaging tape and heavy marker pens
- Arrange for furniture removal (get a quote, confirm date and time)
- Arrange care of your children on moving day
- Make suitable arrangements for any pets
- Arrange transit insurance, and contents and fire insurance for your new home
- Organise shifting times with the buyer of your old property and the seller of your new one.

## Notify your change of address to

- Bank, credit card and charge card companies
- Post office for redirection of mail
- Elections registrar
- Registrar of motor vehicles and driver's license
- Tax department

- Insurance companies
- Hire purchase or finance companies
- Investment companies
- Local council
- Clubs and organisations
- Police (if you own and store firearms)
- Friends and relatives
- Magazine subscriptions
- Doctor, dentist, accountant, lawyer.

## Don't forget

- Clean the stove and defrost the fridge/freezer
- Tidy the yard
- Ensure that the chattels that have been sold with the property aren't accidentally packed
- Disconnect all appliances
- Disconnect the TV aerial
- Return any borrowed items
- Throw out items that you don't intend on taking with you
- List valuable items for special care when moving
- Advise removal company of dangerous goods being moved (i.e. ammunition, petrol, spirits, chemicals)
- Securely pack all jewellery, money, special documents, papers (i.e. legal, tax, insurance etc.)



- Set aside items you will need on the day of the move so you can take them with you (i.e. food, drinks, cleaning products, scissors)
- Pack each room leaving the boxes stacked and labelled with the room they are to be moved to.
- It is a good idea to write on each box a list of its general content
- Clearly label boxes containing breakables as 'fragile' and identify these to the removalists
- Pot and pack away any plants and cuttings you're taking to your new home
- Explain your packing procedure to the removalists and be at your new home when they arrive.

### **Don't...**

- Put breakables or liquid-filled containers in drawers
- Overload drawers and make furniture too heavy to move (too much weight can result in damage to your furniture)
- Move netting, barbed wire, timber, wood, coal etc. without special arrangements being made
- Store perishable goods where they might be overlooked or forgotten.

### **Make arrangements to**

- See your solicitor or conveyancer to sign transfer / mortgage documents
- Enrol children in new school if necessary
- Coordinate the forwarding of any files from the children's previous school to their new one.

### **Organise for your new home**

- Connect your gas, electricity and water
- Internet, telephone and cable TV connection.

### **The week before moving**

- Remind and confirm dates, times and locations for furniture removal company
- Confirm moving in/moving out details and key exchange with your Harcourts sales consultant
- Say goodbye to neighbours.

### **One last check**

- Nothing left behind?
- No clothes at the dry cleaners?
- No gear stored away from your property?
- Electricity, gas and telephone disconnected?
- Water turned off and no taps left running?
- Windows and doors latched?
- Keys with solicitor (if appropriate)?

### **After it's all over**

- Have spare keys cut for your new home
- Make an insurance claim if any damage has occurred during the move
- Teach children how to get to their new school
- Enjoy your new home and keep in touch.
- We'd love to hear how you're going!

OUR  
SERVICE  
TO  
*You*

- 1 Pre-Market Property Audit
- 2 Prior Preparation Project Management
- 3 Presentation and Marketing
- 4 Showtime
- 5 Buyer Interaction and Offers
- 6 Contract Negotiation
- 7 Under Contract
- 8 Sold
- 9 Settlement







## PRE-MARKET PROPERTY AUDIT

No matter whether you are planning to hit the market tomorrow or in 12 months time. At any stage in your decision making process, a member of our team is happy to meet with you to complete a pre-market audit of the property for you.

This includes a visual inspection and confirmation of pricing range and marketing strategy, as well as a property condition audit and recommendations of any repairs or property updates required to make sure we get the highest price possible out of the pool of buyers interested in properties similar to yours.



## PRIOR PREPARATION PROJECT MANAGEMENT

If your pre-market audit has highlighted some cosmetic updates or maintenance items that you would like to remedy prior to selling, but you don't know where to start, many of our agents are also able assist with project management of the repairs.

This includes choosing the right service providers from our extensive trade lists, sourcing quotes and overseeing the work.



## PRESENTATION & MARKETING

Marketing your home is made up of many components including advertising, communication and follow-up.

Our team will work with you to create a customised marketing plan that includes online advertising, print advertising as well as specialist communication with our database of buyers.

Your agent will work through our "Marketing Menu" with you to select the best plan for your property and your budget.



## SHOWTIME

Buyers rarely purchase without first seeing your home in person, and sometimes multiple times prior to making a decision. We make our properties available for both private inspections and open homes (where possible) and are as flexible as possible with buyers to remove all the barriers to ensure as many as possible potential buyers see your property.

Our agents attend every inspection and provide you with feedback as quickly as possible after the inspection has finished. Any buyers through your home will receive multiple points of contact from our team post their inspection via phone calls, texts and email to ensure we answer all their questions and give them multiple opportunities to re-inspect and of course put forward an offer.



## BUYER INTERACTION & OFFERS

Your Harcourts Golden Links agent will respond to all buyer enquiries promptly (normally within a couple of hours of receipt) and will aim to arrange a viewing of the home at the next available open home or via private inspection.

Post inspection, your agent will provide you with the feedback from the buyer on their interest in the property and also organise further inspections or a time to take an offer from them.

All offers presented to you by your Harcourts Golden Links agent will be taken in writing (no verbal offers).

Whenever an offer is received we will do everything in our power to contact all other parties that have inspected the property or shown strong interest, before negotiations begin.



## CONTRACT NEGOTIATION

All contract negotiations will be completed on a REINZ certified contract written by the Auckland Law Society.

Your Harcourts agent will also use the REINZ multi-offer process if there is more than one buyer interested – this involves all buyers signing a statement confirming they are presenting their best offer and that they understand that they are in competition with other buyers.

Your Harcourts Golden Links agent is here to help you get the best price not the quickest sale, so they will work tirelessly between yourself and your prospective buyer to put a deal together that you are happy with.

Your agent will be honest and upfront throughout the process and will concentrate on providing you with as much information and data as possible to assist you in making the right decision for your future.



## WE LIKE TO THINK OF ALL OF OUR CLIENTS AS 'CLIENTS FOR LIFE'.

We are here for you from this moment on. Whenever you need us.



Once your property is under contract we often still have some conditions, such as a building report, to work through until the property is officially 'sold'.

Your Harcourts Golden Links agent will be working in two directions during this time.

Working with the successful buyers to help them get through all their conditions and questions, including organising and attending building inspections, valuations and additional buyer inspections. We also help the buyers source conveyancers, inspectors and brokers if they need our help. All to help keep the sale together.

Secondly, your agent will still be out finding back-up buyers for your home on the off chance that the first contract does not complete. This means your agent will often keep holding open homes and inspections until the property sale becomes unconditional.

Firstly – Congratulations! Your home will be classed as 'Sold' once it either sells under the Hammer or after all contract conditions have been met. At this point your agent will meet with you to put up the Sold sticker (its always lovely to get a photo for the album at this point - the end of an era!).

Your agent will let other buyers know the property is now sold and they'll update the online marketing.

Your Harcourts agent, as part of our service, can also assist you with a variety of other services including but not limited to: conveyancing, moving services, utilities connections, property management or rentals, and mortgage broking. Let us know what more we can do to assist you between now and settlement.

Between today and settlement day (normally a day or two prior to settlement) your buyers will likely complete a pre-settlement inspection to confirm the property is in the same condition their purchased it in.

Finally, the big day has come. It will feel like a whirlwind – particularly if you are moving out of one home and into another all on the same day (if you are selling an investment you might not even notice).

On this day the solicitors and financial institutions will organise the transfer of title and money at a particular time (normally in the afternoon). After this time, your real estate agent will receive notice from both legal representatives confirming transfer of ownership and allowing us to release the keys.

We are here to help on this day if you need anything or have forgotten to organise anything – please don't hesitate to call!

We like to think of all of our clients as 'Clients for Life' – we are here for you from this moment on. Whenever you need us.

# OUR *Promise* YOUR EXCLUSIVE SERVICE PLAN



## *Our commitment to delivering an exceptional level of service*

**Our mission** is to create clients for life. To achieve this, we commit to Our Promise; a written assurance that we will deliver you an exceptional level of service and, most importantly, deliver on your primary objective – to achieve the best possible result for your property.

**Our Promise** is made up of five essential services that you, our clients, need from us so that you're confident in the process we use to market your property. **Our Promise** is your absolute assurance of how seriously we take our responsibilities on your behalf and the importance we place on our working relationship with you.

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### Detailed Marketing Plan

After completing initial inspections, research and consultation with you, we will design a marketing strategy that is tailored specifically for you, your property and the current market conditions. A fully detailed marketing action plan calendar will be presented to you so that you can see where and when all scheduled promotional activities and communication will take place.

### Post-Inspection Feedback

Following each visit by a potential buyer and after every inspection, we will contact you to let you know how your property was perceived and whether any strong interest has been shown. We will keep you informed of any potential buyers seeking a second viewing of the property.

### Written Progress Report

We will provide you with a detailed, written report on what marketing activities have occurred to date, the enquiry and buyer viewings that marketing has generated and what is planned for the following period of time. Our report will be updated on a regular basis. Overview feedback we have gathered from buyers and any relevant activity in the market that could impact the outcome of your property will also be presented.

### Marketing Review Meetings

It is important that we get together regularly to review your marketing progress. These discussions often reveal opportunities to build upon the original marketing plan with new information from the market and feedback on property features that are being well received. It is also an opportunity to examine how you are feeling and to clarify anything from within the written reports.

### All Offers Presented in Writing

We will ask that any potential buyer expressing an interest in your property put their offer in writing. This not only shows their sincere intent but also allows us to enter negotiations in a committed and professional manner. We will be there to assist you and offer advice on the written offers received, so that you can make a timely and informed decision with as little stress as possible.





People first  
Doing the **right thing**  
Being **courageous**  
**Fun and laughter**

FROM  
OUR CLIENTS

# Testimonials

**VINCENT**

## VINCENT & JOAN SO

"Ricky helped us to sell our property and buy one property within a month. Our property sold with the price we preferred. The property we brought was the right one, which we had been looking for in the past eight months. He listened to what we required. He looked after our interest. He worked hard and smart. He is not pushy and very comfortable to communicate with. He is one of the most professional real agents that I hardly find in today's real estate industry. However, the most important thing is he gave us result. Well done! I'll recommend him to anyone who is planning to buy or to sell."

**MAY**

## MAY LEE

"Apart from being an experienced and professional salesperson, Ricky has a quality that puts him above the rest. Regardless of the size of your budget, he gives you his best attention, he explains everything you want to know, and never a moment would you feel that you're unimportant. It gives me great pleasure to write this testimonial. If you are thinking about selling your property or buying one, I strongly suggest that you speak to Ricky. He is the best salesperson I have worked with in the past 20 years during which I have bought and sold quite a number of times."

**GREG**

## GREG STEEL

"Ricky's communication throughout the process was thorough and we both felt constantly in touch with proceedings. He used a number of reporting tools to reflect our current position including marketing cost/benefit analysis which reinforced our belief that he was working hard to achieve a result for us. Ricky provided excellent guidance at negotiation time and established a high level of trust which was very reassuring in what is a stressful time for all parties."



# HARD WORK MAKES *Different*











# WE ARE *Golden Links*

*"We will Help You Find the Home of Your Dreams."*

Harcourts Golden Links is focus on Residential Sale, Commercial Lease and Sale, Project Sale and Section Sale.

Our desire to provide our clients with a positive memorable experience is achieved on the back of our good old fashion values, being creative yet thinking laterally, and at the same time showing that we have the knowledge to do the job.

Determining the best sale method, creating a cost-effective marketing campaign and the negotiation skills to achieve the best price outcome for the clients.

Whether you're a first-time investor or an experienced property owner, your real estate portfolio is your investment in the future. And your future deserves the very best planning, management and professional support.



# OUR *Sold* PORTFOLIO



2/38 Shackleton Road, Mt Eden



17A Craighbank Avenue, New Lynn



2/25 Boyd Avenue, Royal Oak



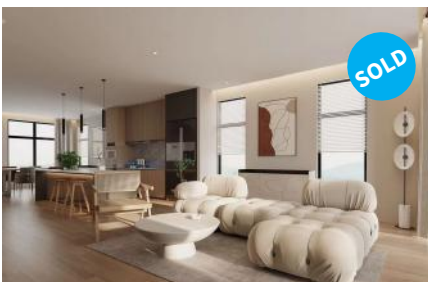
Lot 7/148 Lincoln Road, Henderson



91A Symonds Street, Royal Oak



2/31 Elliot Street, Howick



Lot 220/10 Scott Road, Hobsonville



1/62 Abbotts Way, Remuera



4/3 Matai rd, Greenlane



1 Croydon Rd, Mt Eden



960 Dominion Rd, Mt Roskill



2&3/48 Coxhead rd, Manuwera





26 Pikao Pl East Tamaki



23 Salamanaca Rd, Sunnynook



47 Triangle Rd, Massey



858 Mt Eden Rd, Mt Eden



1/39 Pah Rd, Epsom



2/55 Raurenga Ave, Royal Oak



126B Paritai Dr, Orakei



9 Tihema Ln, Westgate



5/836 Manukau Rd, Royal Oak



303/223B Greenlane West, Epsom



16a Washington Ave, Glendowie



16 Casper Rd, Papatoetoe



3 Ascent St, Flat Bush



2/6 Monaco Pl, Mt Wellington



152 Pilkington Rd, Pt England



207/25 Enfield st, Mt Eden



12B Maioro St, New Windsor



506/438 Dominion Rd, Mt Eden

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