

June 2007

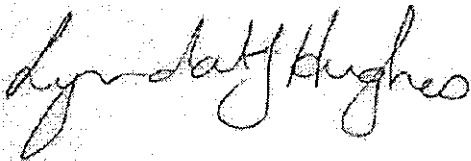
Mr Robert Skeen & Ms Heidi Pihama  
P.K. Property Search and Negotiators Pty Ltd  
CREMORNE NSW 2090

Dear Robert and Heidi,

On behalf of my Mark and I, thankyou very much for finding and securing our new home in Greenwich. We had a long list of criteria and you managed to meet nearly every one of them. We simply could not have found this house without you.

This is the second time that we have entrusted the finding of our home with PK Property. The experience first time was exceptional and the second time was just as good. We will certainly be using you again.

Kindest regards

A handwritten signature in cursive script, reading "Lyndal J Hughes".

Lyndal J Hughes

**2nd July, 2001**

**Mr & Mrs Hope  
10 Montague Road  
Cremorne  
NSW 2090**

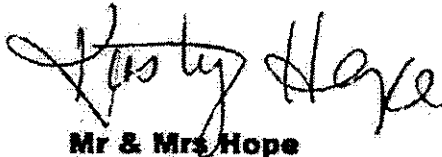
**Peter Kelaher  
PK PROPERTY SEARCH  
PO Box 198  
Manly NSW 2095**

**Dear Peter,**

**We thank you so much for your company's negotiations on our new home in Beauty Point. We estimate that the saving was around \$100,000.00, and was more than surprised when you managed to secure the property in it's first week of auction.**

**We were more than happy with the services your company offered, and would highly recommend that should anyone be involved in a real estate transaction that they call you first.**

**Yours sincerely**

A handwritten signature in black ink, appearing to read 'Mrs Hope', written in a cursive style.

**Mr & Mrs Hope**

01 March 2007

Director Peter Kelaher  
PK Property Search & Negotiators  
PO Box 112,  
Cremorne NSW 2090  
Australia

Dear Peter and Lana,

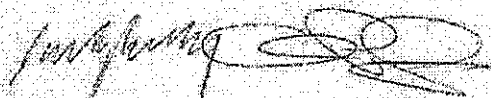
We are extremely delighted in the purchase of our new home and the way in which it was secured was also a big surprise.

We had originally hired you to purchase another property in Roseville but when the property went over our budget at auction we couldn't believe that ten minutes later you had introduced us to another property in the street that was silently listed.

You not only saved us a lot of time, but also a lot of money on the asking price which was in the vicinity of \$100,000.

We are really happy with our new home and appreciate all your efforts in regards to securing the sale before it hit the public market.

Kind Regards



Mr. & Mrs. Pendray

Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
Suite 13 Level 1/287 Military Road  
Cremorne  
NSW 2090

Dear Peter,

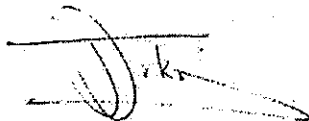
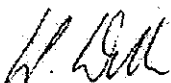
We wanted to express our sincere appreciation to you and your staff for your help in acquiring our new home in Seaforth recently.

Prior to the auction, you advised us on the property's true value & steered us in the right direction during the lead-up process. On auction day, thanks to your exceptional negotiation skills we were able to acquire a property in a very special location for a reasonable price. We had become so emotionally involved in the property that it was very comforting to have an expert guide us through the process on the day. You were able to negotiate a sale price which was \$70,000 below the vendor's reserve and save us in the region of \$80,000 on what we were prepared to spend, which will really contribute towards the future renovations!

Initially, like probably many prospective buyers, we were reticent about the benefits of engaging a buyer's agent. After suffering several failed purchase attempts ourselves, we decided it was time to seek professional help to assist us to secure a property. With the purchase of our home being the biggest financial decision of our lives, the cost of your services represents excellent value in light of the cost of the overall transaction, not to mention the potential savings that your services bring.

We would without hesitation engage your services again & also recommend your company to family and friends.

Yours sincerely



Lynn Williams and Jessica Orkin

6<sup>th</sup> November 2008

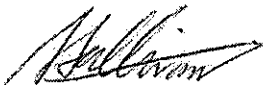
Director Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090

Dear Peter,

I wanted to say a big thank you for all your efforts in regards to securing my waterfront property in Neutral Bay. As an expat I was very nervous about purchasing a property that I had not seen, but had full confidence in you and the purchasing process which eventually lead to me purchasing the property \$250,000 lower than what the vendor was asking.

I had the chance to see the property this week and I am most impressed with my purchase. Thanks again for your great service and negotiation skills and I look forward to using your services in the near future.

With Regards

A handwritten signature in black ink, appearing to read "Scott Sullivan", written in a cursive style.

Scott Sullivan

Trichtenhausenstrasse 15  
8053 Zürich

Mr. Harry Gatt  
PK Property Search & Negotiations Pty Ltd  
Suit 13, Level 1  
287 Military Road  
Cremorne NSW 2090  
Australia

Zurich, 20 November 2002

Dear Harry


We would like to record our utmost satisfaction with your services in obtaining a property for us in under two weeks and at a great price. We could not have done it without you. As we currently live in Switzerland we knew that it would not be possible to locate and purchase a house in Sydney within the short timeframe that was set for us.

Based on our requirements you reviewed over 100 houses and showed us some 30 houses during our two-week visit to Sydney. Your insights into the Sydney property market and your skills in dealing with and getting information out of the local agents was excellent.

Your patience and assistance in dragging around a one year old and a three year old to the site visits was commendable.

We have an excellent house in an excellent location and thank you sincerely for achieving this for us.

Yours sincerely

  
Lesley and Brian Greig

16/118 Pacific Highway  
ROSEVILLE 2069

24 October 2003

Mr Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
CREMORNE 2090

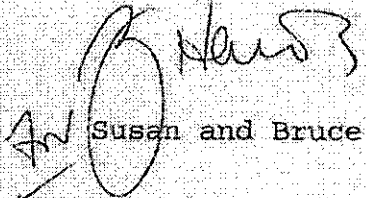
Dear Peter

We would like to thank you for the excellent job you and Susan Miller did in finding us a property in very quick time and for a great price. We believe your role in negotiating on our behalf saved us many thousands of dollars, and secured the property for us before strong competition could come in.

We are delighted that we will be in our new home before Christmas, and all settled before the new school year. We were certainly doubting that this would happen before we hired your services, having looked at dozens of houses by ourselves and experiencing many difficulties in dealing with certain real estate agents. Thanks again for taking all that stress out of the process for us.

We would be happy to recommend your services to other home-buyers, particularly those relocated to Sydney like us.

Best wishes

  
Susan and Bruce Harris

July 2007

Dear Robert and Heidi


We are very happy with our new home in Lindfield and we thank you both for all of your efforts and service in securing our family home.

Your recommendations on the properties were very well advised and we felt that you had a very good understanding of exactly what we were looking for and what was important to us.

We could not believe that we had secured the home when you called us to advise that we had offer and acceptance from the owner. We believe you have saved us in the vicinity of \$40,000 through your negotiation skills and we were expecting to have to pay this additional amount. So we are very happy with the end result and we could not have achieved this result by ourselves.

We wish you all the best and would not hesitate to recommend you both to any buyer looking to buy property in Sydney.

Yours faithfully

  
Jana Antelmann



**Heidi Pihama**

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**From:** Robert Skeen [robert@pkproperty.com.au]  
**Sent:** Monday, 28 May 2007 4:07 PM  
**To:** heidi@pkproperty.com.au  
**Subject:** FW: THANK YOU!!!

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**From:** Tony & Tania Waters [mailto:twaters@singnet.com.sg]  
**Sent:** Monday, 28 May 2007 3:46 PM  
**To:** 'Robert Skeen'  
**Cc:** 'Peter Kelaher'  
**Subject:** THANK YOU!!!

Hi Robert

Just a quick note to say a very heartfelt THANK YOU!!! for all the running around and negotiating you did for us to secure the Lawson Street, property.  
Needless to say, we could not have done it without you.

Not only were you totally committed to getting the best result (as evidenced by the signing of the contract at 10pm on a Saturday night) but you have also been an absolute pleasure to deal with. I don't remember the last time I dealt with someone with such a "can do", positive and helpful attitude, not matter what time of day I called you (including your supposed "day off").

Tony and I look forward to catching up with you in person in Sydney, in the not too distant future.

Thanks again  
Tania & Tony Waters

19/06/2007

17 July 2003

Robert Skeen & Gayleen Raubal  
PK Property Search & Negotiators  
Suite 13, Lvl 1 287 Military Rd  
Cremorne NSW 2090

Dear Robert & Gayleen

I would like to express my appreciation for your assistance in finding and securing me a wonderful investment in Bondi.

Living overseas your service was the perfect way for me to secure a good investment in Sydney.

The level of service you offered was outstanding. Gayleen kept me up to date on a weekly basis with regular reports on what she had seen that week and why it was, or was not suitable. I decided to make the trip to Sydney for a weekend and Gayleen showed me a wide selection of properties that met my criteria. By the end of the day I had two properties that I would have been happy to purchase.

The only thing left was to secure it. Robert did a great job negotiating the property and despite a lot of demand the property was secured prior to auction.

I am very happy with the results that you achieved and would recommend your company to anyone looking to buy property.

Best Wishes



Donna Duke  
Hong Kong

27<sup>th</sup> July 2006

Mr. Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
Suite 13 / Level 1 287 Military Road  
Cremorne NSW 2090

Dear Peter,

After getting referred to you by my financial planner, I am now proud owner of a new family home in Harbord. Peter after engaging your services your expertise and negotiating strategies came immediately into play, which I must admit took a lot of stress off myself and my wife.

There was a very good chance that we would not have purchased this property for the price that we did because of the strong competition involved, and once again praise you for all your tenaciousness and experience in a competitive environment. We also are in awe that after you exchanged the contract, someone two days later has offered us \$100,000 to forfeit the contract and resell the property to them.

To close this transaction for us in three days was amazing, but what was also amazing is that you did it all while you were overseas on holiday. Peter we now know why over 150 people have put pen to paper to praise your company services. Thanks once again.

Yours Sincerely

  
The Mc Loughlin Family

Please call 0411 248 503 for verbal reference  
anytime.

**From:** Kathy and George  
**Sent:** Monday, 20 April 2009 6:41 PM  
**To:** Marie Babka  
**Subject:** RE: Mandalong Road Mosman

Dear Marie

Just received a phone call from George who told me that we exchanged contracts - fantastic!

I have already sent a note of thanks to Peter for his speedy negotiations skills etc he really did a great job and it has all happened so quickly.

Secondly Marie I wanted to let you know that you are truly a remarkable young lady, even though you are young your maturity and sense of 'how to deal with people' leaves many of 'the oldies' for dead. It was a real pleasure and a very relaxed experience having you look after us.

George and I both wish you every success in your career and also with your wedding in the near future.

Stay well  
Best

Kathy & George S

17 March 2009, Singapore.

PK Property Search & Negotiators  
Suite 13, Level 1  
287 Military Road  
Cremorne NSW 2090

Dear Peter and Marie,

Only having six to eight weeks to find the right place, arrange inspections and purchase a property in Sydney was always going to be a challenge! But thanks to your help we managed to snap up the dream investment property at a price that was right for us, with confidence.

A friend of ours in Singapore referred us to you, after mentioning we were looking to purchase a property in the Inner West. Not having bought property in Sydney before and having little time to get inside information on the current market trends we trawled around the Saturday morning inspections and found something that seemed to fit the bill perfectly. Being based overseas, time was limited and you were flexible and understanding about meeting our needs. Having met you on the Friday you inspected, organized Building and Pest inspections and gave us your thoughts all within a couple of days. We're used to efficient service in Asia but you pleasantly surprised us with your commitment and speed of service.

And within a week we were going to auction - a nerve-wracking experience at the best of times but with PK in charge we could stand back and enjoy the spectacle. Having set our reserve we had no idea how things would play out. You were superb! The other poor bidders didn't have a chance, even the auctioneer seemed a little bemused when you cut through his introductory waffle and started the bidding off. What an unfair advantage you turned out to be!

We are extremely grateful for the recommendation. Without it - we may have paid more than we did, been intimidated by the whole process and given up or even worse - still be looking!

Many thanks for all your help, we look forward to buying property with you again



Moo Baulch & Emma Kelly

Val Kable  
12 Kalang Road  
Elanora Heights NSW 2101

5<sup>th</sup> December 2001

Harry Gatt  
P.K. Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090

Dear Harry,

Just a note to thank you for the invaluable service you provided in helping me acquire my new apartment.

It has been 35 years since I have had the experience of buying and selling property and I can't say that I relished the idea. However, I was able to rely on your advice on so many facets of the exercise. From the recommendation of a plain speaking conveyancing solicitor to negotiating on my behalf at the auction, you took the anxiety out of the whole experience.

Thank you for looking after my search and acquisition so calmly and so well.

Yours sincerely

Val Kable

Val Kable

23 November 2008

Chad Crompton  
General Manager  
PK Property Search & Negotiators  
By email: [chad@pkproperty.com.au](mailto:chad@pkproperty.com.au)

Dear Chad,

We would like to thank you and Marie for the great job you did for us in assisting in the securing of our new investment property in Newtown. "

Buying a property can be a daunting task at the best of times, but even more daunting when you are trying to secure that deal whilst living overseas. Appointing PK Property services in assisting us made sure that we had the right people at the right time whom we could trust in highlighting the areas of value, the status of the marketplace during our searching period and also confirmed on the pros and cons of the areas we were reviewing.

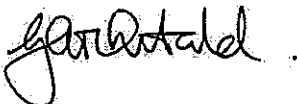
Reviews and briefings on properties were always in-depth, accompanied with self-explanatory pictures and gave us the sense of the place and the surroundings.

Through your services we were able to finalise a negotiation with the property owner that took into consideration the time-constraints with getting approvals from the UAE and minimised the stresses that could have been incurred otherwise.

We thank you for your recommendations and the ultimate securing on both the final property selection and also the liaison with our recently-tasked property management services and legal appointment for contractual resolution.

For peace of mind and avoidance of any undue stress we would recommend your service to any buyer who is going to proceed with a property purchase back home. The outlay of emotional expenses can sometimes be far more expensive and costly than those of the financial variety.

Warm Regards,



Glen Archibald & Cheri Davie  
Dubai

25<sup>th</sup> March 2010

Sydney Buyer's agents  
Director : Peter Kelaher  
PK Property Search and Negotiators  
PO Box 112  
Cremorne Junction NSW 2090

**All done in 4 days**

Dear Peter,

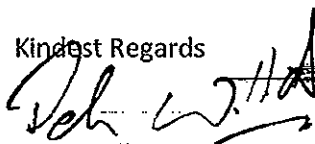
I thought I might quickly write a few words to express my many thanks for the sterling job you did on buying our new home in Seaforth. I literally engaged you to value and negotiate a property in Seaforth we saw on the Friday and you had it all wrapped up by the midday on Monday.

Being an expatriate and trying to operate this from overseas was no doubt going to be difficult, and with the agent having strong interest on the property I really did think I was going to miss out on it. I was at a loose end with it all when I got chatting to a friend of mine in Sydney who used your services to purchase a house and suggested I call you. I am so glad I made that phone call.

Peter having your team of solicitors and Pest and building inspectors working the whole weekend on the purchase allowed me to beat all other competitors, and could have very well saved me in the vicinity of \$50,000 to \$100,000.

Once again Peter thanks for all your honest, professional independent advice it is much appreciated.

Kindest Regards

  
Peter Williams



4-08-08

Mr. Peter Kelaher  
PK Property Search & Negotiators  
PO Box 112  
Cremorne NSW 2090

Dear Peter,

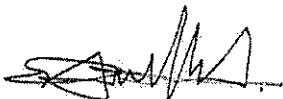
Thanks again for your sterling efforts in regards to purchasing our new home in Chatswood.

This is the second time we have used you Peter, and once again were blown away by your urgency to act, negotiation skills and your will to win.

Having your team of solicitors and building inspectors at call really made the difference in us securing the property, or missing out completely. We were prepared to pay another \$100,000 to beat the other buyer that was trying to exchange it before us and could not believe that you sat on the solicitor's doorstep until you got your own way.

Peter we can't thank you enough for what you have done and as always highly recommend your services to anyone buying property.

Yours Sincerely



Damian & Regan Hibbert

FC 0741  
PO Box 92  
Dubai UAE

Mr Robert Skeen  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090 Australia

24 March 2005

Dear Robert

I am writing this letter to thank you and Heidi for the marvellous job you both did in securing our Spencer Road, Mosman property.

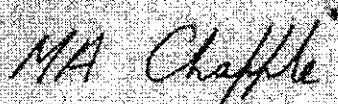
As expats living in Dubai in the UAE we were determined to get back into the property market before it was too late. Putting the onus on family to search for property was just too great a burden so your service was the ideal answer.

The first two properties we went for did not come off, but throughout each negotiation we received from you timely and realistic updates and advice.

Spencer Road had been withdrawn from auction after the vendor accepted an offer. This sale fell through and this is when Robert stepped in. After two ridiculously low offers we were to make a final and more realistic offer, but to our surprise the second offer was accepted. For the vendor this represented a difference of \$65,000 between the offer they originally accepted and ours. For us it meant the difference between buying this property and walking away.

We were most impressed with the level of professionalism, industry knowledge and especially timely advice and contact by phone to us here in Dubai. If I had to stress one aspect of this relationship it was the fact that we received supreme service and as a result we bought a property while living on the other side of the world. It was a pleasant and stress-free experience. We would thoroughly recommend PK Property.

Yours sincerely



Mary-Ann Chapple (and Christopher Arnott)

16<sup>th</sup> August 2004

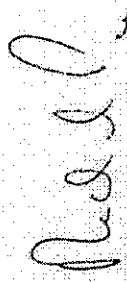
To whom it may concern,

Robert Skeen of PK Property Search assisted me in the purchase of 85 Wentworth Road, Vaucluse, on August 12 2004. I had been recommended to Robert by another satisfied client.

Robert was superb throughout the auction. Apart from removing considerable anxiety from the process, since Robert was conducting the bidding, he also baited off considerable pressure applied by the agents on the night. This was my first Australian auction and agents really do work the bidders hard pulling every emotional stop to extract higher bids. With Robert holding my agreed limit I could remain detached from this. I thought his behaviour was courteous and professional throughout.

He also quickly grasped the dynamics of the auction, e.g. the likely bidders, their limits and whether the vendor was genuine, and their likely reserve. All of this I would have struggled with. I can confidently say he saved me a significant multiple of his fee by his astute bidding. I would definitely use his services again and have no hesitation in recommending him to others.

Yours faithfully,



Richard Parnell

16<sup>th</sup> May 2007

Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090

Dear Peter

I just wanted to thank you for securing our new family home in Balgowlah, under fierce auction conditions

After getting referred to you by the real estate agent selling our house, we really did see the benefit of using you as our buyer's agent saving us tens of thousands of dollars on the day of auction.

Saving the money Peter was one thing, but having the independent advice and the wealth of knowledge, was really what calmed the water in what was a stormy time in our lives.

Peter we thank you once again for buying our dream home, and look forward to recommending your service to friends and family in the future

Yours faithfully



Mr & Mrs. Donald  
Balgowlah

17 March 2009, Singapore.

PK Property Search & Negotiators  
Suite 13, Level 1  
287 Military Road  
Cremorne NSW 2090

Dear Peter and Marie,

Only having six to eight weeks to find the right place, arrange inspections and purchase a property in Sydney was always going to be a challenge! But thanks to your help we managed to snap up the dream investment property at a price that was right for us, with confidence.

A friend of ours in Singapore referred us to you, after mentioning we were looking to purchase a property in the Inner West. Not having bought property in Sydney before and having little time to get inside information on the current market trends we trawled around the Saturday morning inspections and found something that seemed to fit the bill perfectly. Being based overseas, time was limited and you were flexible and understanding about meeting our needs. Having met you on the Friday you inspected, organized Building and Pest inspections and gave us your thoughts all within a couple of days. We're used to efficient service in Asia but you pleasantly surprised us with your commitment and speed of service.

And within a week we were going to auction - a nerve-wracking experience at the best of times but with PK in charge we could stand back and enjoy the spectacle. Having set our reserve we had no idea how things would play out. You were superb! The other poor bidders didn't have a chance, even the auctioneer seemed a little bemused when you cut through his introductory waffle and started the bidding off. What an unfair advantage you turned out to be!

We are extremely grateful for the recommendation. Without it - we may have paid more than we did, been intimidated by the whole process and given up or even worse - still be looking!

Many thanks for all your help, we look forward to buying property with you again

Moo Baulch & Emma Kelly

DR.B.R.THORPE B.V.SC.M.A.C.V.SC.

2/169 Darling Street  
Balmain N.S.W. 2041

Telephone (02)9 555 1443  
Fax (02) 9555 1443

To whom it may concern.

21/1/99.

This to express my appreciation of Peter Kelaber's efforts on our behalf. We were interested in a property in Chatswood, the asking price \$435,000.

Within 24hrs. of contacting Mr. Kelaber, he had inspected the property & after a skilfull negotiation offered the vendor \$398,000 which was accepted.

This, minus the commission, was a saving of \$34,000—a brilliant result.

I, therefore, can whole heartily recommend to anyone, Peter Kelaber's expert handling of on commercial transaction.

faithfully.

*Brian Thorpe*  
*Alayne Harrison - Thorpe*

26 February 2009

PK Property Search & Negotiators  
Via email: [peter@pkproperty.com.au](mailto:peter@pkproperty.com.au)

Dear Peter & Marie,

Thank you for your stellar efforts in securing my new Mosman investment property.

Living half way around the world, I took on the somewhat daunting task of purchasing an investment property in Sydney. After emailing back and forth, I decided I was confident in your company and engaged your services – from that moment on i never looked back.

The in depth reporting on individual properties, not to mention general updates for the property market in general really made the whole purchasing experience a positive one.

Under fierce competition you were able to secure the property for well under market value. It was literally a race to the finish line to exchange. Your efficiency, knowledge and dedication ensured this was a smooth transaction from start to finish.

Needless to say I am thrilled.

I would definitely recommend your services to anyone who is looking at purchasing.

Best Wishes,

Peter Cooper

Dear Peter and Marie

Rob and I wish to thank you both so much for your invaluable assistance in the purchasing of our new home recently. Since settling and moving into our new home there has not been a day go by without us acknowledging that without you, we would not be living here and that we would still be looking for a property in a rising market.

Although we had an 18 week settlement on our own property, the market this year has been 'locked' and there were very few properties in the price range and area we were looking in. This meant that when a suitable property came up, we were competing with a high number of motivated buyers. Our situation was made even more difficult as we were relocating from the North Shore to the very popular Eastern Suburbs.

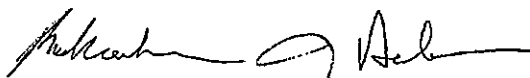
We are so grateful and pleased that we listened to the recommendations from colleagues regarding your service and ability in the area. Asking you to represent us as a Buyers' Agent has been one of the most significant and positive business decisions we have made. We are so happy in our beautiful home and we know that you negotiated a price for us well below its market price.

Marie, you were outstanding, an expert professional when introducing us to prospective properties and also in your open communication with us. Your friendly manner, flexibility and thoroughness were invaluable.

Peter, experiencing your negotiating skills was like 'poetry in motion'. We were competing with 3 other buyers, one of whom was willing to pay more than us, and you still managed to secure the property for us. When we found the property we wanted you went into action. I know without a doubt that without your negotiating skills we would have lost the purchase.

If I can give any advice or recommendation to prospective purchasers in the Sydney property market it would be this. Have a professional to help you. We buy and sell properties relatively infrequently and naturally become unaware of the trends and pitfalls. Have someone on your team who knows the industry, the players and the market and above all can negotiate successfully for you. Peter and Marie, you certainly did that for us.

Kind regards

A handwritten signature in black ink, appearing to read 'Rob and Jeanette Harkness', written in a cursive style.

Rob and Jeanette Harkness  
Bondi Junction August 2009





28<sup>th</sup> July 2008

**Mr. Peter Kelaher**

PK Property Search & Negotiators Pty Ltd  
Suite 13 Level 1 / 287 Military Road  
Cremorne NSW 2090

Dear Peter,

We just wanted to say thanks very much for purchasing our new family home in Randwick. Having you there as a sounding board for price, organising building inspections, and solicitors made it all so easy and stress free.

With only one week in Sydney we never dreamed that we would find our family home in that short period of time and also have you negotiate an incredible \$150,000 off the agents advertised sale price.

We thank you again for all your professional advice and quick service Peter, and look forward to dealing with your company again in the near future.

Yours Sincerely



Steve & Heidi Dunn

August 2009

We engaged PK Property to purchase our third, and what will be long term, property after much deliberation as to whether we would receive value for what we considered to be a significant investment of money.

From our first meeting, Peter and Marie demonstrated their extensive knowledge and commitment to purchasing the 'right' house for our family. Not only did they help us to agree and determine our needs and start the search, they also advised us on which agent to use to sell our existing house and helped us manage the agent to our advantage including a reduction in their commission fee.

We found our dream house and Peter provided us with an independent opinion on the suitability of the property compared to our 'wish list'. He also provided us with advice and costings on renovating the property so we fully understood the commitment we were making. He then successfully, and painlessly for us, negotiated what we consider to be a very competitive price. We believe that by using Peter, not only did we actually manage to buy the property but we saved up to \$100,000 on the purchase price.

At all stages of the process, Peter and Marie were in constant contact, providing us with much needed moral support and sharing their knowledge and expertise with us. Even after we had bought the property, Peter has remained in touch with us and shows an ongoing interest in our family.

As first time users of a "buyer's agent" and hesitant about the initial outlay, we could not be happier with PK Property and would definitely recommend using them to purchase a home. It may not be for some time now however, we will be using PK Property for any other property we purchase.

Sarah Metcalf and Scott Mason  
Willoughby

22<sup>nd</sup> July 2008  
Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090

Dear Peter,

I just wanted to thank you for purchasing our new investment property in Collaroy. This is the fourth time we have used your services, and yet once again you have exceeded our expectations by **saving us well over \$100,000.**

With agents already knowing our budget because we had been visiting open inspections weeks before, it was great to know that when you went in to negotiate our property that they had no idea we were the purchaser, as we would have paid dearly if that was the case.

Peter, having you on our side in regards to informing us of relative pricing in the market place, when to strike and when not to strike, makes a lot of difference where you end up at the end of the day in regards to the final purchase price.

Once again we couldn't have done it without you Peter and look forward to using your services yet once again in the near future.

Yours Sincerely



Mr. & Mrs. Lewis

Wednesday, 1<sup>st</sup> July 2009

To whom it may concern,

This is to confirm that we recently engaged the services of PK Property & Search Negotiators Pty Ltd to obtain our first property purchase. We are Australian residents but currently live and work overseas.

We are very happy with the service that they provided, both from a results and customer experience perspective, and recommend them to anyone who has similar services need. They were able to secure and negotiate a strategic property in a very tight market, for \$15,000 less than the original asking price.

For anyone buying their first property or deciding whether to use a buyer's agent, the following pointers from our experience may be relevant:

- Peter and Marie from PK Property & Search Negotiators worked as a closely knit team and kept us informed of every aspect of the 'hunt' as it progressed.
- Peter and Marie handled all the details of the search and spared us the tedious searches, legwork and paperwork. Since we ourselves are time poor and located abroad, this made the difference between us 'getting something' and not being able to find anything. For our search this was especially true because of the fact that the premium properties were being snapped up off the market just days after becoming listed.
- Peter and Marie's process draws from a long history with real estate and the Sydney area. For the house buying process, they collectively own experience which is possibly thousands of times greater than our own. As such, our house selection process simply bypassed many simple first-timer mistakes that we would have unwittingly made by trying to have done it ourselves.
- Peter and Marie are friendly and helpful people. At the beginning of the process I knew virtually nothing about house purchasing, but they patiently answered all our questions (even the dumb ones) and went to great lengths to increase our understanding about the industry. This was refreshing and we appreciated the fact that they worked to our schedule rather than trying to rush us through.
- Peter and Marie work with a no-nonsense, hard-hitting, goal scoring solicitor in Chatwood (Jennifer E Darin). This relationship and trust network made the whole end-to-end process incredibly efficient.

W.J.

**Peter Kelaher**

**From:** Lyndal Hughes [lyndalh@bigpond.net.au]  
**Sent:** Wednesday, 20 June 2007 4:20 PM  
**To:** Peter Kelaher  
**Cc:** robert@pkproperty.com.au; heidi@pkproperty.com.au  
**Subject:** Re: Amended Tax Invoice for Payment

Dear Peter,

Thankyou for sending the amended invoice. I will provide payment to Heidi on Friday.

I would like to take this opportunity to give my thanks and praise to your wonderful team. This is the second time that Mark and I have used PK Property Search. I must admit that from my first experience, I had very high expectations. And, yet again they were met or should I say exceeded. I asked Heidi & Robert to 'pull a rabbit out of the hat' for me and they did!

I repeatedly pass your details onto friends, acquaintances & their friends. This is my way of saying thankyou and I hope that your business keeps thriving.

Looking forward to engaging your services again!

Kind regards  
Lyndal

----- Peter Kelaher <peter@pkproperty.com.au> wrote:

> Hello Lyndal

>

> Apologies for the miscalculation of the final amount owing, thank you  
> for making us aware of the mistake.

>

> Please find attached amended invoice for payment, along with our  
> service and fee guide.

>

>

> Kind Regards,

>

>

>

> Peter Kelaher - Managing Director

> PK Property Search & Negotiators Pty Ltd

>

> E. <mailto:peter@pkproperty.com.au> peter@pkproperty.com.au M. 0419

> 200 018 P. PO Box 112, Cremorne NSW 2090 W.

> <http://www.pkproperty.com.au/> www.pkproperty.com.au

>

> North Shore & Northern Beaches Office:

> A. Cremorne Town Centre, Suite 13, Level 1, 287 Military Road,

> Cremorne NSW 2090 T. (612) 9904 3444 F. (612) 9904 3555

>

> City - Eastern Suburbs - Inner West Office:

> A. Australia Square, Level 5, 95 Pitt Street, Sydney NSW 2000 T. (612)

> 8249 8180 F. (612) 9904 3555

>

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> the intended recipient please advise the sender by return email, do

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your system.

> Unless specifically indicated, this email does not constitute formal

> advice or commitment by the sender or PK Property Search & Negotiators Pty Ltd.

Thursday, 17 May 2007

PK Property Search & Negotiators  
Attn: Peter Kelaher  
PO Box 112  
Cremorne NSW 2090

Dear Peter and Lana,

We are pleased with the purchase of our new house in Mosman which was found as a "silent sale" only 2 days after employing your services.

We had been looking for a while previously and were not getting much traction with homes we had seen on the market listed by local agents.

We inspected the home with your Assistant, Lana, on Saturday and by Monday Peter had worked very hard at securing the property against another competing buyer that was introduced by another agent.

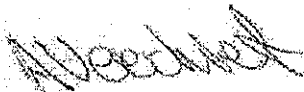
On Saturday the other buyer had already done their pest and building inspection and was ready to exchange on Monday. With the swift movement of Peter and his staff they were able to organise all due diligence and have the transaction completed. Peter had spent all afternoon at the solicitor's office in a race against time to secure our home.

To our surprise the home featured most that we had specified on our wish list and came with DA approved plans for further renovation, which suited us fine.

Having the agent contact and database, we can see how it is worthwhile employing the services of a buyer's agent and being able to gain full exposure of the property market.

With the valuable services of PK Property we are now able to enjoy our time again and have the peace of mind that we have purchased a quality new home.

Yours sincerely,



Mr & Mrs Vecchiet

10 June 2010

PK Property Search & Negotiators  
Robert Skeen  
Lana Hrnjak  
PO Box 112  
**CREMORNE JUNCTION NSW**

Dear Robert and Lana,

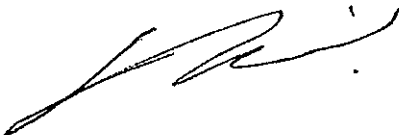
I would like to thank you for your assistance and professional property advice that I received for the duration of your services. I have just purchased my first property in Cammeray and am very happy, to say the least! My other family members have used your services on several other property purchases in the past and time and time again the skill of your work and advice is always of the highest standard.

Throughout the whole process you searched for properties and presented them to me along with feedback both positive and negative as to finding the right property. As it happened, we had to attend the auction, which can be quite daunting and you guided me through the whole auction process. On the day you were bidding for me which took out the stress, emotion and ultimately got the place I wanted.

I would like to say thank you to you both for all your advice and hard work which has assisted in me securing a such a fantastic property with so much future potential and growth and look forward to a relationship that will continue on to my next purchase.

I wish you both all the best in the future.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'James Moriarty', with a stylized flourish at the end.

James Moriarty



## Dr. Masami Miyashita

MB BS (Hons) FRACP  
Interventional cardiologist

Suite 503 "Bungan Plaza"  
20 Bungan Street,  
Mona Vale NSW 2103  
T: 02-9979-8499  
F: 02-9979-6962

Suite 14 "Seascope"  
22-26 Fisher Road,  
Dee Why NSW 2099  
T: 02-9982-8300  
F: 02-9971-1594

Mater Medical Centre  
200 Pacific Hwy,  
North Sydney NSW 2060  
T: 02-9900-7522  
F: 02-9460-2181

Mr. Peter Kelaheer  
PK Property Search & Negotiators Pty Ltd  
PO Box 112, Cremorne NSW 2090.

14<sup>th</sup> October, 2002.

Dear Peter,

It gives Michelle & I great pleasure knowing that this testimonial to you will be added to your already impressive list of satisfied previous clients. We had been keen readers of your column in "North Shore Times" and had enquired regarding your services, including obtaining the helpful & comprehensive information kit. "Excellent service for ex-pats & out-of-town buyers", were our thoughts. Both of us being long-term Sydney residents, having bought (and made a mistake) only 12 months previously, we were confident regarding the Sydney upper North Shore market, and did not feel that we could justify paying for a service that we thought we could do ourselves.

Our confidence quickly evaporated one afternoon just after we had seen our ideal home for the 4<sup>th</sup> time. We realised that this property had unique features that other buyers could also see. There were 5 other contracts out. We could identify other interested buyers also seeing the house for the second and third time. The vendor had been given an inflated estimated selling price from another agent, and appeared to be non-negotiable, and willing to go right to auction to get the price he wanted. **It was time to give PK a call !!**

You visited us at our home the same afternoon following our call, inspected the property the next day and had our offer accepted within a week. The solicitor and building inspector / pest inspector provided excellent speedy service. The price was \$50,000 less than what we had been prepared to pay, and I know for a fact that the speed with which you acted frustrated at least one other buyer prepared to pay more. Perhaps the best part of all was that we were able to enjoy our holiday, whilst you negotiated the purchase, organised building & pest inspections & got the property "over the line" whilst we were away !!

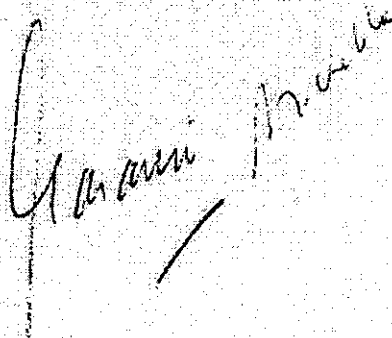
We cannot thank you enough for your services. That phone call I made that afternoon was the best phone call I have made in a while. Firstly, as soon as we hired you, we stopped looking at other houses - we had our life back! Secondly, we were reassured that you gave us an objective market value, and that we were not going to pay more for making an emotional decision. These factors cannot be measured in financial terms alone. Your past experience as a real estate agent on the upper North Shore and your intimate knowledge of local agents were invaluable.

You can be assured that our friends & colleagues will all hear about your services. I am convinced that nobody should purchase a property in Sydney, irrespective of the price range, without contacting you first !

Best wishes for you and your business

With kind regards,

Michelle & Masami



17 August 1999

Mr Peter Kelaher  
General Manager  
PK Property Negotiators  
P.O.Box 198  
MANLY 2095

Dear Peter,

I hereby express both my thanks and gratitude for your professional assistance, expert advice and reassurance given during the search for and purchase of my new home in Lindfield.

Prior to hearing of PK Property negotiators, I had searched extensively for a property over many months realising very forcibly that in the current economic climate, it was very much a sellers market, with purchase prices exceeding the asking price or reserve in many instances. I realised too, that whenever I had expressed interest in a property there were invariably one or two other offers, with good properties being sold very quickly indeed. As an inexperienced individual, I found the negotiation required for a successful purchase a huge obstacle.

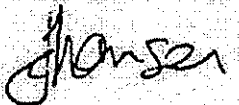
After meeting with Peter I was very encouraged as not only was I receiving sound and objective advice, I now had someone who was truly working in my best interest. After assessing the type of home I was searching for, he first redefined my search in terms of asking price and market value, and advised me on where I should be looking in terms of achieving this.

I was now able to assess properties in a much more confident and informed way. The first property I sought Peter's assessment for, was priced at \$70000 above market value for the street and area, and had it not been for Peter's objective opinion, I would have certainly made a competitive offer with a regrettable outcome. With regards to Peter's negotiation on the property I ultimately purchased, he not only was successful against two other very competitive offers, but also precluded the property going to auction, thus saving me at least a further \$20000. I have no doubt that I would have lost the property if I had attempted purchase on my own. For me it was also important to get his objective opinion on the property and found it very reassuring to receive his positive appraisal.

So in the end I landed up purchasing a property that I am very pleased with, for \$50000 less than what I thought was possible prior to dealing with Peter, with this exceptional outcome far outweighing his commission. I have no hesitation to recommend his services to friends and colleagues, particularly in the current market where his expertise is a necessity.

Yours Sincerely,

Dr Trinetta Thomson FRACR



22 October 2008

Peter Kelaher  
PK Property  
Cremorne Town Centre  
Suite 13, 287 Military Road  
Cremorne NSW 2090

Dear Peter,

My wife & I would like to thank both you and Marie for your unrelenting persistence and expert negotiation in the purchase of our new investment property in Mosman.


Under tough competition, you were able to secure the property for us at a staggering \$120,000 under market value.

I am sure the very sight of you driving the vendor's solicitor to the vendors house to get the contract signed so you wouldn't get gazumped, was one we would have enjoyed if we were there. Peter your persistence and expertise really showed when the frenzy hit, and once again thank you for securing the property at a dream price.

Peter we don't usually buy properties unseen, but as expats it is difficult to be making our way over to see every property, so we do thank you for making us feel secure in purchasing unseen. Also thanks again for organising the property management and quotes for painting and carpet.

P.S. Peter if you have any expats from Singapore that are looking at purchasing in Sydney please don't hesitate to refer them to me for a reference.

Kind Regards,



R. Terinakoon

Licensed Estate Agents  
& Auctioneers  
Property Management  
Valuations Arranged

16d Joubert Street  
Hunters Hill NSW 2110

Telephone 9816 2255  
Email [huntershill@randw.com.au](mailto:huntershill@randw.com.au)  
[www.randw.com.au/huntershill](http://www.randw.com.au/huntershill)  
Facsimile 9816 5402

 **Richardson & Wrench**  
Hunters Hill

25<sup>th</sup> February 2003

Mr Harry Gatt  
PK Property Search & Negotiators  
P.O. Box 112  
Cremorne  
NSW 2090

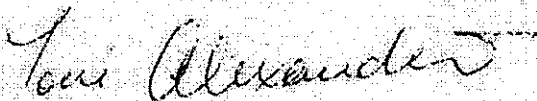
Dear Harry,

I would like to express my sincere thanks to you for the professional, decisive and caring assistance you gave to my daughter and me during the time it took us to purchase a property at auction last weekend.

Though I am in Real Estate, or perhaps because of that, I know how difficult an auction can be for purchasers. When we were successful, after quite a battle, all our friends present expressed their admiration of you and how you conducted and helped control the auction. In fact some of the neighbours came up afterwards to introduce themselves and mentioned how clever they thought you had been.

I will be very happy to recommend your services to any of my customers that I feel may require help with their purchasing, negotiations or auction bidding. The Sydney market is a volatile place and your commonsense and down to earth attitude helped improve it for us.

Thank you Harry.



Toni Alexander  
Licensee/Principal  
**RICHARDSON & WRENCH HUNTERS HILL**

August 2007

Robert Skeen & Heidi Pihama  
P.K. Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090

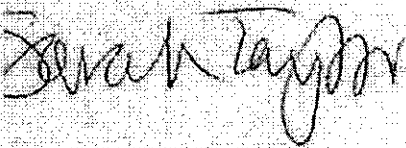
Dear Rob & Heidi

Thank you both for helping me purchase my investment property in Elizabeth Bay. I know I have secured an excellent property and could not have found it without your help.

The property proved to be very popular with other buyers also, and I was very relieved when you were able to secure the property quickly and at a great price. I do believe that if we had waited, I would have had to pay thousands of dollars more!

I was also able to rent the apartment out immediately at a very good rental return. In working with you I have found the process to be so much easier and quicker than I envisaged. Most importantly I am confident that I purchased the property at a very good price. I would not hesitate to recommend your services to any investor looking to purchase in Sydney.

Yours sincerely



Sarah Taylor

Honeywell Ltd.  
3 Thomas Holt Drive  
NORTH RYDE NSW 2113

Telephone: (02) 9353 8530  
Facsimile: (02) 9353 8425

26 October, 2001

PK Property Search & Negotiators Pty Ltd  
PO Box 112  
CREMORNE NSW 2090

Attention: Harry Gatt

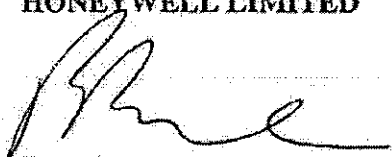
Dear Harry

Just a few words to thank you, and to say how pleased we were with the prompt and efficient service we received in the purchase of our property.

Conducting the transaction in the space of 5 days was beyond our expectations.

We would be very happy to recommend your services to others.

Yours faithfully  
**HONEYWELL LIMITED**



Paul Bardon  
**GENERAL MANAGER**  
**HVAC & FACILITY OPTIMISATION PACIFIC**

***Vijay Roach***

MRCOG FRACOG  
Obstetrician and Gynaecologist  
Provider No: 0648156K

11 January 2001

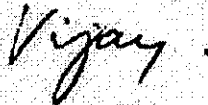
Mr Hylton John  
PK Property Negotiators  
P.O. Box 198  
Manly NSW 1655

Dear Hylton,

My apologies for not writing earlier. Cathie and I are now happily at home at 51 Roseville Avenue, Roseville. I would like to express my sincere appreciation for your efforts in securing the property for us. There is no doubt in my mind that if it had not been for your professional expertise, we would not have been successful. We are also grateful for the friendly and honest manner with which you dealt with us at all times and for your involvement in the sale of our previous property.

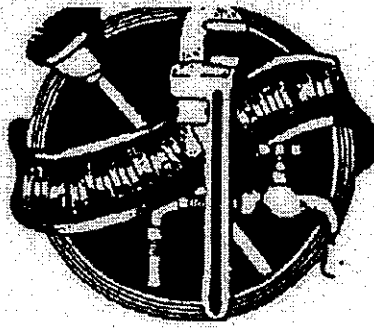
I have already recommended you and your company to several people. It will be a while before we require your services again. Thanks to you we now have the home of our dreams.

My very best wishes



VIJAY ROACH

Suite 3, Level 3  
North Shore Private Hospital  
Westbourne Street, ST LEONARDS 2065  
Phone: 9437 3440 Fax: 966 5515  
Dr. Vijay Roach Pty Ltd ACN 081 253 045



19 May, 1998

PK Property Negotiators  
Mr Peter Kelaher  
P.O. Box 198  
MANLY NSW 2095

Dear Peter

We write this testimonial with great excitement and enthusiasm in the hope that some other young family will benefit from your services to the extent we have. We had missed out on a number of auctions and the disappointment and emotional drain was taking its toll, until we heard about PK Property Negotiators.

One of the real benefits that was brought back into the situation was security and confidence, the comfortable thought that Peter was working wholly and solely in our best interests only, at all times. He was very professional in his approach and on auction day you could tell that this was a process that he was very familiar with, making my wife and I feel totally at ease.

Peters professionalism and expertise on the day saved us an incredible \$30,000, since then, 6 months ago, our property has been valued and has increased a massive 23%.

Peter turned what we thought a negative situation, into a very positive one and we recommend that should anyone be purchasing property that they use the services of PK Property Negotiators to ensure a successful and problem free property purchase.

Sincerely yours

Mr & Mrs Gary Davis

Pymble Plumbing: plumbing-draining-gasfitting  
29a Quinton Road Manly NSW 2095 Australia  
Freecall 1800 800 845 Mobile 0418 261867  
email: info@theplumber.com.au Licence L14171.



25/11/08

Peter Kelaher  
PK Property Search & Negotiators  
Suite 13, Level 1,  
287 Military Road  
Cremorne NSW 2090

Dear Peter,

We are writing to say thank you to you, Marie and Chad, for our very successful purchase on our Mosman property and helping us a very successful sale on our St Ives property.

Living and working in Singapore, we needed a team on the ground in Sydney and after asking friends and colleagues for recommendations, your name kept coming up.

After finding us a selection of "off" market and "on" market properties, my wife flew into Sydney for a weekend.

We decided to pursue one of the "silent" sale properties, a near new home on Balmoral slopes. You were able to save us hundreds of thousands of dollars off market value by eliminating competition from any other buyers and your negotiation skills.

When we decided to rent out our new home, you and Marie organised it all with the greatest of ease.

When we stated we needed assistance selling our much loved family home in St Ives, you then provided us with your free sales advisory service.

Needless to say, a great result was achieved in both of our properties, with the transactions all taking effect with us out of the country. You handled it all.

I have said it before, and I will say it again... you exceeded my expectations again and again.

I do not hesitate in recommending you to anyone looking to purchase a property in Sydney.

Kind Regards,



Dallas O'Brien

13 June 2008

PK Property Search & Negotiators  
Suite 13, Level 1  
287 Military Rd  
CREMORNE NSW 2090

Dear Lana & Robert,

**RE: 74 Dickson Street, Newtown**

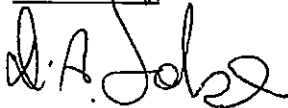
I wish to thank you for your assistance and your professionalism relating to finding my investment property/home. Your expertise at sourcing and negotiating off the asking price has saved me a huge \$30,000. The next day after the property was sold another buyer offered more money!

Being a busy expat working offshore I utilised your services as a referral from a friend and am very content with the property that you secured on my behalf after a few others came close, but you assisted in helping me make the right decision.

I have no hesitation in recommending your services to friends and family should they require a buyers agent.

Thank you for a great result!

Yours sincerely,

A handwritten signature in black ink, appearing to read 'D. A. Johnsen', written in a cursive style.

Debbie Johnsen

As an overseas investor in Australia, the strategy must be to outsource the property search and negotiation work to someone who knows the market and works for you. Upon the recommendation of our financial advisor we contacted PK Properties. We needed to find a property in a short period of time with a quick settlement. We gave them seven days notice, in the first week of January—apparently the quietest time of the year for property availability. It is no exaggeration to say that their responsiveness, market knowledge and negotiating skills were exceptional. We viewed fourteen properties in two days before deciding on one. The price negotiated by Rob Skeen was substantially less than the asking price, and this was achieved within 3 days. Settlement took 30 days. Our only involvement was to choose the place - PK did everything else.

We estimate the direct tangible financial benefit of using PK Properties to find and negotiate our Sydney property to be at least 40,000 dollars. The property that we purchased has been constantly rented since settlement, and has achieved a capital growth of more than 100,000 dollars in eight months. Without the knowledge and skills of PK Properties, we have no doubt that our chances of achieving the same result would be akin to those of winning a lottery. Their fee is worth every cent and more - you've got to spend money to make money.

We are more than happy to discuss this experience with any interested investors.

Bernie Jones & Kathy McMahon

SOS Consulting

**SALES ORIENTED SERVICE**

Telephone + 65 6345 1584

Facsimile + 65 6344 1449

sales@sosconsulting.biz

14 November 2002

8 Park Crescent  
PYMBLE 2073

Mr Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
Suite 13, Level 1  
287 Military Road  
CREMORNE 2090

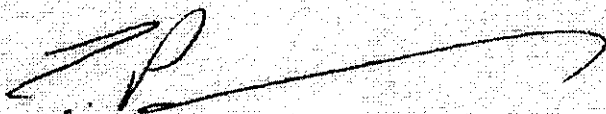
Dear Peter

It is with great appreciation that we write this testimonial for you to add to your Happy Clientele book.

As buyers newly arrived from the UK, we had little idea of values in the Sydney market and found that real estate agents were either overquoting or underquoting, which made things very difficult.

We couldn't believe when we hired your company to do everything for us, that you were able to secure a new home for us in 17 days and negotiate \$200,000 off what the vendor was asking for. We are stunned to say the least, and can't wait to move into our dream home and enjoy Xmas in Australia.

Best regards,



Stuart and Jenny Penny

16 June 2003

Robert Skeen  
PK Property Search & Negotiators  
PO Box 112  
CREMORNE NSW 2090

Dear Robert,

Peter and I would like to thank you and the PK team for guiding us through the Sydney property game and helping us secure our first home together!

We had originally intended to buy from overseas and thus had carefully researched all the Buyers Agents in Sydney and had met with others before we met you. Rest assured, no one else even compared.

At our first meeting, we were very impressed with Gayleen on all fronts. For one thing, we had asked other buyers agents what suburbs were 'up and coming'. Not one of them would directly answer the question. When we met Gayleen, we didn't even have to ask – it was the first thing she volunteered. Secondly, we were most impressed that she had paid such close attention to the skeleton brief we casually mentioned on the phone – at consultation stage, she had already taken the time and effort to research and present us with a good selection of suitable properties.

Robert, your cheerful optimism, continual feedback and hard-work on our behalf were tribute to your obvious dedication to your clients. I am so grateful you were there as a buffer between 'us', the buyer, and 'them', the agent. I had no idea I would gain such firsthand experience of the terms *gazumping*, *dummy bidding* and *low-balling*!

Your estimates of how much these properties would actually sell for were almost psychic-ly accurate. And were it not for your foresight and ability to see the big picture, I would have dismissed 20 Reuss Street, Leichhardt for all the wrong reasons. Now, I see what you saw – a great property for a home or an investment. Thanks to you, we bought wisely and I know we will be very happy there when we return to Sydney.

We would strongly recommend your services to anyone as it is our opinion that a Buyers Agent, regardless of how much time or money you have to spend, or whether you are here or overseas, is as mandatory as a building inspection (something else we would not have known were it not for you). And there is no doubt that PK Property is the best in the business.

We could not have done this without you – thank you so much.

Best wishes,



Ashley Good & Peter Sorrentino

PK Property Search And Negotiators

Attention : Mr Robert Skeene

Dear Rob

I would like to thank you for your professional and reliable service for which I am extremely grateful.

Your application and commitment has been outstanding. I have felt very comfortable dealing with you and Gay.

I also feel that you have gone beyond the call of duty in the ongoing negotiations that you have made on my behalf.

Please pass on my thanks to Gay for finding me such a great property.

Many thanks

Kind regards  
Jill Harrisberg

97 Derwent Road  
Palmer's Green  
London N13 4QA  
United Kingdom

16 October 2002

PK Property Search & Negotiators  
PO Box 112  
Cremorne Australia 2090

Hi Peter

Just writing to say thank you and your staff, for the successful purchase of our Sydney property.

Martin and I agree that without your team, not only would we be still surfing obsolete web pages, we would be no closer to purchase. For ex-pat Australians living in the UK with hectic lifestyles, you successfully managed to take away all the pain.

We have appreciated your honesty throughout the entire process. On our initial phone consultation we talked at length about the market and what was best for Martin and myself. I am happy to say you didn't let us down. The fact that you closed our sale in four days for a "not yet listed" property was nothing short of miraculous.

Please thank Susan for all her patience and effort. She did fantastic job finding us just what we wanted and, in the end, more than what we asked for.

Now all I have to do is get Martin back home to enjoy all those great harbour views.

You'll be pleased to know I have been singing your praises in London. Good luck with the business.

Thanks again.

Kindest regards

Lee Urbon

18<sup>th</sup> April 2005

Robert Skeen and Heidi Pihama  
P.K. Property Search & Negotiators Pty Ltd  
Suite 13, Level 1  
287 Military Road  
Cremorne NSW 2090

Dear Robert and Heidi,

With the settlement of my first investment property well underway, it is timely and appropriate that I take this opportunity to thank you in writing for your comprehensive property search and negotiation service.

As an Australian expatriate it can be difficult to allocate sufficient time and personal resources to examine the Sydney property market for a suitable and worthwhile property investment.

With a short lead time, I was impressed by your ability to draw on your network of real-estate and property contacts to shortlist potentially suitable properties for my consideration.


During property inspections, I appreciated your insightful assessment of each property as well as local expertise on market trends and developments, which assisted in defining my preferred property investment requirements and help ensure I get the best value for money on my investment at the very outset.

Despite other client commitments and on very short notice you made yourselves available to attend and bid for a property at auction on my behalf. Despite strong interest from other parties, you were able to secure an ideal investment property under my reserve price and under the market price.

In conclusion, I want to thank you for providing a complete package of post search and negotiation services, including financial, legal, property inspection and management services. Your ability to nominate and recommend these service contacts has streamlined what is normally a challenging process at best and will help me obtain tenants and an immediate return on my investment.

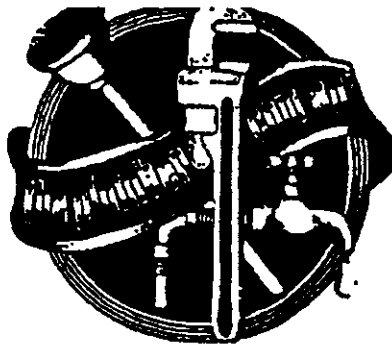
I look forward to obtaining your services in the near future.

Yours sincerely



Paul McEachern  
Vietnam





19 May, 1998

PK Property Negotiators  
Mr Peter Kelaher  
P.O. Box 198  
MANLY NSW 2095

Dear Peter

We write this testimonial with great excitement and enthusiasm in the hope that some other young family will benefit from your services to the extent we have. We had missed out on a number of auctions and the disappointment and emotional drain was taking its toll, until we heard about PK Property Negotiators.

One of the real benefits that was brought back into the situation was security and confidence, the comfortable thought that Peter was working wholly and solely in our best interests only, at all times. He was very professional in his approach and on auction day you could tell that this was a process that he was very familiar with, making my wife and I feel totally at ease.

Peters professionalism and expertise on the day saved us an incredible \$30,000, since then, 6 months ago, our property has been valued and has increased a massive 23%.

Peter turned what we thought a negative situation, into a very positive one and we recommend that should anyone be purchasing property that they use the services of PK Property Negotiators to ensure a successful and problem free property purchase.

Sincerely yours

Mr & Mrs Gary Davis

**DR.B.R.THORPE B.V.SC.M.A.C.V.SC.**

2/169 Darling Street  
Balmain N.S.W. 2041

Telephone (02)9 555 1443  
Fax (02) 9555 1443

To whom it may concern.

21/1/99.

This to express my appreciation of Peter Kelaher's efforts on our behalf. We were interested in a property in Chatswood, the asking price \$435,000.

Within 24hrs. of contacting Mr. Kelaher, he had inspected the property & after a skilfull negotiation offered the vendor \$398,000 which was accepted.

This, minus the commission, was a saving of \$34,000—a brilliant result.

I, therefore, can whole heartily recommend to anyone, Peter Kelaher's expert handling of on commercial transaction.

faithfully.

Brian Sharpe  
Allye Harrison - Sharpe

**2nd July, 2001**

**Mr & Mrs Hope  
10 Montague Road  
Cremorne  
NSW 2090**

**Peter Kelaheer  
PK PROPERTY SEARCH  
PO Box 198  
Manly NSW 2095**

**Dear Peter,**

**We thank you so much for your company's negotiations on our new home in Beauty Point. We estimate that the saving was around \$100,000.00, and was more than surprised when you managed to secure the property in it's first week of auction.**

**We were more than happy with the services your company offered, and would highly recommend that should anyone be involved in a real estate transaction that they call you first.**

**Yours sincerely**

A handwritten signature in black ink, appearing to read 'Mrs Hope', written in a cursive style.

**Mr & Mrs Hope**

***Vijay Roach***

MRCOG FRACOG  
Obstetrician and Gynaecologist  
Provider No: 0648156K

11 January 2001

Mr Hylton John  
PK Property Negotiators  
P.O. Box 198  
Manly NSW 1655

Dear Hylton,

My apologies for not writing earlier. Cathie and I are now happily at home at 51 Roseville Avenue, Roseville. I would like to express my sincere appreciation for your efforts in securing the property for us. There is no doubt in my mind that if it had not been for your professional expertise, we would not have been successful. We are also grateful for the friendly and honest manner with which you dealt with us at all times and for your involvement in the sale of our previous property.

I have already recommended you and your company to several people. It will be a while before we require your services again. Thanks to you we now have the home of our dreams.

My very best wishes



VIJAY ROACH

Suite 3, Level 3  
North Shore Private Hospital  
Westbourne Street, ST LEONARDS 2065  
Phone: 9437 3440 Fax: 966 5515  
Dr. Vijay Roach Pty Ltd ACN 081 253 045

Honeywell-Ltd  
5 Thomas Holt Drive  
NORTH RYDE NSW 2113

Telephone: (02) 9353 8530  
Facsimile: (02) 9353 8425

26 October, 2001

PK Property Search & Negotiators Pty Ltd  
PO Box 112  
CREMORNE NSW 2090

**Attention: Harry Gatt**

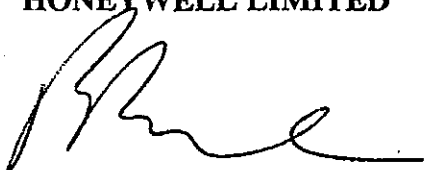
Dear Harry

Just a few words to thank you, and to say how pleased we were with the prompt and efficient service we received in the purchase of our property.

Conducting the transaction in the space of 5 days was beyond our expectations.

We would be very happy to recommend your services to others.

Yours faithfully  
**HONEYWELL LIMITED**



Paul Bardon  
**GENERAL MANAGER**  
**HVAC & FACILITY OPTIMISATION PACIFIC**

December 3, 2002

Mr Peter Kelaher  
Managing Director  
PK Property Search & Negotiators  
287 Military Road  
Cremorne 2090

Dear Peter

Thanks so much for all your help in regards to negotiating our new family home in Balmoral.

Your independent advice incorporated with your sharp negotiating skills, made us feel very comfortable throughout what can be a very stressful and emotional situation.

Having someone working for us the buyer, made a huge difference saving us in the vicinity we believe of around \$90,000 on what we were prepared to spend.

Once again we thank you for all your guidance and look forward to recommending your services to family and friends.

Best wishes

A handwritten signature in black ink, appearing to read "M. Mouat". The signature is written in a cursive style with a large initial 'M'.

Mr & Mrs Mouat

6<sup>th</sup> March 2003

Peter Kelaher  
Managing Director  
PK Property Search & Negotiators Pty Ltd  
Suite 13, Level 1  
287 Military Road  
Cremorne 2090

Dear Peter,

KIRRIBILI PROPERTY

Today has been one of our most memorable because we settled on our Kirribili property!

The week commencing Tuesday 30<sup>th</sup> December 2002 will always hold unbelievable memories for Sally and I. Firstly, we saw our property, within a day we had contacted you and within three days you had 'sealed' the deal for us, negotiating to ensure that we purchased our property at an appropriate price whilst ensuring that we did not lose the opportunity.

Following that your assistance throughout has been impeccable; from negotiating the price, putting us in contact with a very capable and reasonable solicitor and property manager, personally involving yourself in the preparation of the property for rental including new carpets, locks and general maintenance to the video you prepared for us of the completed property – which we have proudly shared with our family and friends.

As expatriates we do wonder how different things could have been had you not been there – endless negotiations, phone calls, stress and worry come to mind! It was truly comforting to know you were there on our side up until the end.

It is very rare to be in a position where you can speak so positively about an individual, but please know that at every opportunity we will be recommending your services to our global expatriate friends.

Peter, we can't thank you enough and truly believe this would not have come to fruition without your help.

All the best for 2003.

Yours sincerely,

  
Richard and Sally Cowley

**Daniel & Claudia Schacht**

43/94 Alfred Street  
Milsons Point, NSW 2061  
T 02 99292043

PK Property Search and Negotiators  
Mr. Robert Skeen  
PO Box 112  
Cremorne NSW 2090

10.02.2003

Dear Robert,

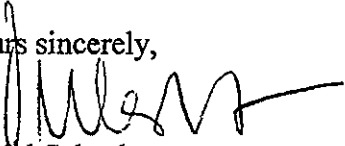
We would like to express our appreciation for your help in negotiating a sale prior to auction of our dream home located in Balgowlah Heights.

After only a few inspections we found our jewel but quickly had to admit that we were hopelessly lost when it comes to negotiating with the vendor's agent, getting property inspections underway, being successful over other interested buyer's and at the same time getting the best price possible in the current market situation.

We were glad to give all that into your hands, and you closed the deal for us after only one week of negotiation. If we had engaged in direct negotiations with the vendor's agent we would most likely have paid up to \$80,000 more than the price you negotiated for us. Moreover, we would probably not have been successful over other buyer's without your professional and effective negotiation strategy. Your strategy was to settle a deal before a potentially highly competitive auction and you successfully completed your project with the exchange of contracts two weeks before the auction date.

We would recommend your buyer's agent services to anyone who would choose peace of mind over playing games with vendor's real estate agents.

Yours sincerely,

  
Daniel Schacht



17 July 2003

Robert Skeen & Gayleen Raubal  
PK Property Search & Negotiators  
Suite 13, Lvl 1 287 Military Rd  
Cremorne NSW 2090

Dear Robert & Gayleen

I would like to express my appreciation for your assistance in finding and securing me a wonderful investment in Bondi.

Living overseas your service was the perfect way for me to secure a good investment in Sydney.

The level of service you offered was outstanding. Gayleen kept me up to date on a weekly basis with regular reports on what she had seen that week and why it was, or was not suitable. I decided to make the trip to Sydney for a weekend and Gayleen showed me a wide selection of properties that met my criteria. By the end of the day I had two properties that I would have been happy to purchase.

The only thing left was to secure it. Robert did a great job negotiating the property and despite a lot of demand the property was secured prior to auction.

I am very happy with the results that you achieved and would recommend your company to anyone looking to buy property.

Best Wishes

A handwritten signature in black ink, appearing to read 'Donna Duke', written in a cursive style.

Donna Duke  
Hong Kong

To Whom It May Concern:

**REFERENCE FOR PK PROPERTIES**

As Australians living abroad (Singapore) the Australian taxation laws present genuine opportunities to leverage one's equity in the Australian property market. As such we have been quite vigilant in keeping our eye on potential investment properties in Sydney and Melbourne. There are, however, substantial risks associated with this financial strategy, not the least of which is lack of the latest market knowledge. In the case of property, up to date knowledge saves time and enhances negotiating power. Without it, the overseas investor is playing a very risky game, and will almost certainly underoptimise their investment. Used skillfully, the financial benefits are substantial.

Living overseas it is extremely time consuming to try to gain and maintain any depth of quality knowledge on housing trends, rentals returns, property prices, where to buy, where not to buy, and so on. Even if you have meticulously done your research, you still then have to travel to Australia, make a lot of appointments to view potential places, traipse back and forth around the various suburbs, get lost driving around, arrive to find out that the agent hasn't bothered to turn up, or the place is sold, or it's a dump, or its located next to an oil refinery.

Assuming that you do eventually find a property that you really want, the perils are lurking everywhere. How do you know it's a good investment? The friendly agent told you so? He or she is working solely for the seller, and is being paid to fetch the highest price possible for the property. And she receives a bigger commission if she gets a higher price. So no matter how nice she is, the real estate agent is driven solely by her own pecuniary needs, just like you are. She is about as interested in your fiscal well being as you are in hers. So do not rely on her for advice as to whether or not it is a good deal.

What are the trends with housing prices for this specific style of dwelling in this location over the past five years? How do these trends compare with the next suburb, or a similar place in a different part of the city? What are the capital growth projections? What are the rental returns like? How close are the shops, schools, public transport routes, hospitals, pubs, restaurants? What's the crime rate like in this suburb? What are the developments that are planned by the government for this or the surrounding suburbs for the next ten years? Are you likely to get more rent or better resale if the place has two bathrooms, or should you go for the one with a single bathroom and a balcony?

All of these factors effect your pocket, and if you don't know the answers, you will either end up paying too much, or you will not get the rent that you need to support the mortgage, or you will see only a miniscule capital growth in your investment when everyone else that you talk to is planning their early retirement around their little gold mine. Worst of all, you find out two months after settlement that the State Government is planning on putting an underground train line directly under your new house, and there is no compensation to effected landlords. Any of these things could happen, and if they do, you have blown a fantastic, unique opportunity to set yourself up.

Continued →

As an overseas investor in Australia, the strategy must be to outsource the property search and negotiation work to someone who knows the market and works for you. Upon the recommendation of our financial advisor we contacted PK Properties. We needed to find a property in a short period of time with a quick settlement. We gave them seven days notice, in the first week of January – apparently the quietest time of the year for property availability. It is no exaggeration to say that their responsiveness, market knowledge and negotiating skills were exceptional. We viewed fourteen properties in two days before deciding on one. The price negotiated by Rob Skeen was substantially less than the asking price, and this was achieved within 3 days. Settlement took 30 days. Our only involvement was to choose the place - PK did everything else.

We estimate the direct tangible financial benefit of using PK Properties to find and negotiate our Sydney property to be at least 40,000 dollars. The property that we purchased has been constantly rented since settlement, and has achieved a capital growth of more than 100,000 dollars in eight months. Without the knowledge and skills of PK Properties, we have no doubt that our chances of achieving the same result would be akin to those of winning a lottery. Their fee is worth every cent and more - you've got to spend money to make money.

We are more than happy to discuss this experience with any interested investors.

Bernie Jones & Kathy McMahon

SOS Consulting  
SALES ORIENTED SERVICE  
Telephone + 65 6345 1584  
Facsimile + 65 6344 1449  
sales@sosconsulting.biz

2003

*F & D Povey  
304 Bobbin Head Road  
Turrumurra NSW 2074*

Peter Kelaher  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
CREMORNE NSW 2090

Dear Peter

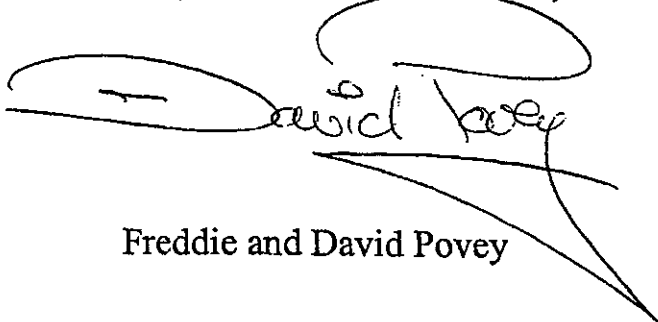
When we recently returned from the U.K. we had no idea about the current Sydney property market, and were being faced with inflated prices and not-very-helpful real estate agents. In these circumstances, we decided to hire a buyer's agent to help us out.

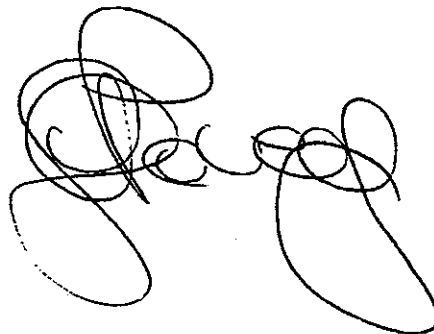
Peter, we found your approach to be refreshingly honest, straightforward, caring and reliable. The way you took our whole family situation into account before recommending the type of property we should buy, really impressed us.

The result has been amazing! You got us our dream home at a price that truly shocked us. After 130 people looked at the property on its first weekend on the market, and 10 contracts went out, you organised a building and pest inspection; contacted the solicitor; negotiated the price; and exchanged contracts for us all in 24 hours! There is absolutely no way we would have been able to buy that house without you – especially at the price you negotiated which was around \$90,000 under market value.

We still can't believe our luck, and are so grateful to you.

Very best wishes and thanks,

  
David Povey



Freddie and David Povey

Peter Kelaher,  
PK Property Search and Negotiations Pty Ltd,  
PO Box 112 Cremorne,  
NSW 2090

18 August 2003

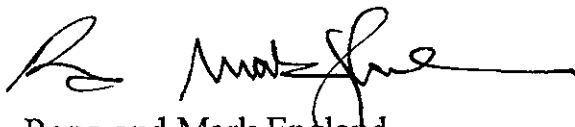
Dear Mr Kelaher,

We wish to place on record our deep appreciation to Harry Gatt for his efforts on our behalf at the L J Hooker auction 13 August 2003.

We wished to purchase a property in Coogee but needed to remain anonymous for fear that any expression of interest from us would serve to inflate the price. Harry took on the task of bidding on our behalf and was successful in securing the property under the hammer at a very reasonable price. More than that he also helped soothe our jangled nerves and gave us hope that everything would turn out as we wished. He said he had a good feeling before the auction and his hunch proved correct.

We would have no hesitation in recommending Harry to anyone wishing to purchase property at auction especially under difficult and stressful circumstances.

Yours sincerely,



Rona and Mark England  
(address provided)

I saw some places before they were actually on the market and saw others that would be sold at the right price but otherwise were not even on the market. Your service was so good that I felt that I was your only client at that time and your principal concern. You arranged pest and building inspection reports for us and your inspector went the extra mile as well. He couriered his report to Jakarta, emailed me and took a number of phone calls.

After finding the house of my dreams, my husband attended the auction. It could have gone quite badly with an unregistered bidder attempting to intervene after the property had been passed in at auction. Robert was brilliant. He reminded the agents of their legal obligations and got the contract signed. My husband laughed that his signature would be unrecognisable as he was so unnerved by the whole situation. Again, the respect shown to Robert by the selling agents was to our advantage; they did not want to upset him and we got the property we wanted. Plus the price was \$190,000 under the reserve.

We are really looking forward to spending Christmas in our own home and would be happy to provide a reference for you. Thanks again for all your help.

Yours sincerely,

Anne-Maree Gray

Mr. Robert Skeen  
PK Property Search and Negotiators  
Suite 13  
Level 1  
287 Military Road  
CREMORNE 2090  
NSW

Dear Robert,

It is with great pleasure that I write to express my appreciation in the assistance that your organisation was able to offer in the recent purchase of my property.

I had a very short time span in which to purchase a property that met my specific requirements and found the initial meeting with P.K Property most rewarding and quickly realized that I was working with a team of talented and dedicated professionals.

Heidi's research skills firstly gave me an in depth understanding of trends within the Sydney market and secondly allowed for a viewing of appropriate dwellings. Her pleasant and relaxed personality, combined with her obvious depth of knowledge reassured me that I would find the property that I wanted.

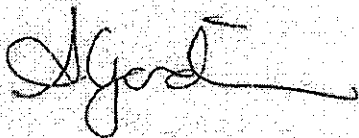
The other member of the team, Robert applied his well developed negotiation skills in those critical stages in bringing this purchase to a close. Robert's demeanor and calm attitude at the auction was outstanding. In a short period of time he had summed up the competition and applied a set of tactics that resulted in the purchase of the property at a price below the reserve that I had set.

The process of purchasing a property is always fraught with difficulties and risks. I can only thank you and your employees for making this a pain free, low stress and confidence building experience.

I have no hesitation in recommending your company and your team to any other prospective buyers, seeking opportunities in the Sydney market.

Yours sincerely,

Ms. Amanda Gardiner.  
23/04/04



Warren and Ineke Hodder  
An Phu Superior Compound  
Villa D8  
720K Thao Dien Ward  
District 2  
Ho Chi Minh City  
Vietnam

Robert Skeen & Heidi Pihama  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090  
AUSTRALIA

10TH August 2004

Dear Robert and Heidi

We wanted to offer our sincere appreciation for the efficient and professional manner in which you secured our investment property at auction. Robert and Heidi offered professional advise on which option would be the best as a good investment and after reviewing several options, we could see exactly what they meant and agreed that an apartment on the Lower North Shore with water views would make a great investment.

Having a professional searching through the properties and making recommendations certainly cut down time and made it easier for us living in Vietnam. Once Heidi had located the property she provided us with thorough investment information i.e. expected rental income, strata levies and outgoing costs etc. We were assured that all of the necessary property checks would be completed thoroughly and on time, even though the auction was only a few days away, thus creating no pressure for us back in Vietnam.

On the auction night we were kept in contact throughout the whole process and we could not believe we had purchased the property when the hammer fell, and at a price \$58,000 less than our reserve price. Having a professional like Robert bid at auction for us was far less daunting than what we had anticipated and his negotiation skills soon paid for more than the service fee.

We are very happy with our investment property and feel that the whole process was quick and effortless on our part. We would not hesitate in recommending your services to any investor looking to purchase an investment property.

Yours faithfully

  
Warren and Ineke Hodder



16<sup>th</sup> August 2004

To whom it may concern,

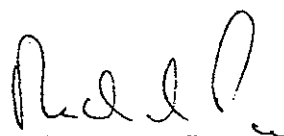
Robert Skeen of PK Property Search assisted me in the purchase of 85 Wentworth Road, Vaucluse, on August 12 2004.

I had been recommended to Robert by another satisfied client.

Robert was superb throughout the auction. Apart from removing considerable anxiety from the process, since Robert was conducting the bidding, he also batted off considerable pressure applied by the agents on the night. This was my first Australian auction and agents really do work the bidders hard pulling every emotional stop to extract higher bids. With Robert holding my agreed limit I could remain detached from this. I thought his behaviour was courteous and professional throughout.

He also quickly grasped the dynamics of the auction, e.g. the likely bidders, their limits and whether the vendor was genuine, and their likely reserve. All of this I would have struggled with. I can confidently say he saved me a significant multiple of his fee by his astute bidding. I would definitely use his services again and have no hesitation in recommending him to others.

Yours faithfully,

A handwritten signature in black ink, appearing to read 'Richard Parnell', written in a cursive style.

Richard Parnell

18<sup>th</sup> April 2005

Robert Skeen and Heidi Pihama  
P.K. Property Search & Negotiators Pty Ltd  
Suite 13, Level 1  
287 Military Road  
Cremorne NSW 2090

Dear Robert and Heidi,

With the settlement of my first investment property well underway, it is timely and appropriate that I take this opportunity to thank you in writing for your comprehensive property search and negotiation service.

As an Australian expatriate it can be difficult to allocate sufficient time and personal resources to examine the Sydney property market for a suitable and worthwhile property investment.

With a short lead time, I was impressed by your ability to draw on your network of real-estate and property contacts to shortlist potentially suitable properties for my consideration.

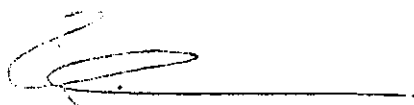
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Despite other client commitments and on very short notice you made yourselves available to attend and bid for a property at auction on my behalf. Despite strong interest from other parties, you were able to secure an ideal investment property under my reserve price and under the market price.

In conclusion, I want to thank you for providing a complete package of post search and negotiation services, including financial, legal, property inspection and management services. Your ability to nominate and recommend these service contacts has streamlined what is normally a challenging process at best and will help me obtain tenants and an immediate return on my investment.

I look forward to obtaining your services in the near future.

Yours sincerely



Paul McEachern  
Vietnam

FC 0741  
PO Box 92  
Dubai UAE

Mr Robert Skeen  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090 Australia

24 March 2005

Dear Robert

I am writing this letter to thank you and Heidi for the marvellous job you both did in securing our Spencer Road, Mosman property.

As expats living in Dubai in the UAE we were determined to get back into the property market before it was too late. Putting the onus on family to search for property was just too great a burden so your service was the ideal answer.

The first two properties we went for did not come off, but throughout each negotiation we received from you timely and realistic updates and advice.

Spencer Road had been withdrawn from auction after the vendor accepted an offer. This sale fell through and this is when Robert stepped in. After two ridiculously low offers we were to make a final and more realistic offer, but to our surprise the second offer was accepted. For the vendor this represented a difference of \$65,000 between the offer they originally accepted and ours. For us it meant the difference between buying this property and walking away.

We were most impressed with the level of professionalism, industry knowledge and especially timely advice and contact by phone to us here in Dubai. If I had to stress one aspect of this relationship it was the fact that we received supreme service and as a result we bought a property while living on the other side of the world. It was a pleasant and stress-free experience. We would thoroughly recommend PK Property.

Yours sincerely



Mary-Ann Chapple (and Christopher Arnott)

April 2006

Robert Skeen & Heidi Pihama  
P.K. Property Search & Negotiators Pty Ltd

Dear Robert and Heidi

We just wanted to thank you both for your help in purchasing our new family home in Roseville Chase.

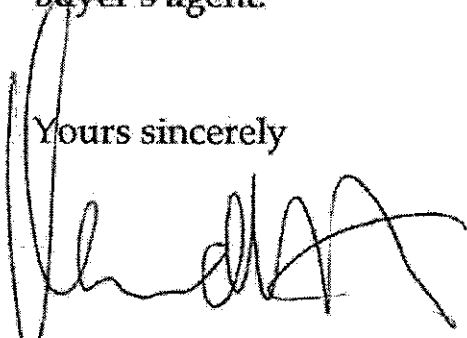
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Heidi, you were very persistent in finding us a suitable home. You also provided us with motivation that eventually we would find the right home within our budget. Your searching skills also enabled us to look at properties that were either only quietly on the market or very new to the market. In fact you found our new home prior to the home being fully advertised to the public. We were able to view the home and make a decision prior to the first opening for general viewing.

We found having a professional negotiate the home for us invaluable. Robert, you provided a strategy to benefit us, the buyer, which resulted in us securing the home quickly and at a price, which we believe was below what we might otherwise have paid.

We are so happy that we now have a quality home to live in and all we have to worry about is packing and moving. We would not hesitate in recommending any property buyer to use the services of you both as their buyer's agent.

Yours sincerely



Peter and Uli Candotti



6 December 2006

Mr Peter Kelaher  
Managing Director  
PK Property Search & Negotiators Pty Ltd  
Cremorne Town Centre  
Suite 13, Level 1, 287 Military Road,  
Cremorne NSW 2090

H. T. Mo  
4 Crowther Av  
Greenwich 2066

Dear Peter

Re: Purchase of unit at 4 Crowther Av, Greenwich

Congratulations Peter, you've done it again!

Here's my story, a testimonial that you really care about your clients.

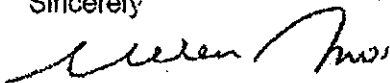
I was in the midst of distress when I saw PK Property's advertisement in the North Shore Times. I have been renting my place for more than 3 years and the owner (who's overseas) wanted to sell; the vendor's real estate agent wanted the property on the market even though I made it clear I was interested in buying, he has acted in the most disrespectful way and put me through maximum distress. Peter dealt with this unscrupulous and unkind agent, as he promised.

The sequence of events that followed proved that Peter has the "killer instinct" as a purchaser agent. What's more important is that Peter really cares about his client.

I first spoke with Peter on 6/11/06 and my offer was accepted on 21/11/06 by the vendor. It's still ringing in my ears what Peter said when he called to inform me the offer was accepted: "You have this window of opportunity to buy the place." One day after the contract was exchanged, the downstairs apartment was sold for close to \$200,000 more than mine! Apart from having a home for my family, I've also bought a great investment.

Peter, I wish you and your family a happy and safe Christmas, same as what you've afforded my family.

Sincerely



H T Mo

Warren and Ineke Hodder  
An Phu Superior Compound  
Villa D8  
720K Thao Dien Ward  
District 2  
Ho Chi Minh City  
Vietnam

Robert Skeen & Heidi Pihama  
PK Property Search & Negotiators Pty Ltd  
PO Box 112  
Cremorne NSW 2090  
AUSTRALIA

16<sup>th</sup> August 2004

Dear Robert and Heidi

We wanted to offer our sincere appreciation for the efficient and professional manner in which you secured our investment property at auction. Robert and Heidi offered professional advice on which option would be the best as a good investment and after reviewing several options, we could see exactly what they meant and agreed that an apartment on the Lower North Shore with water views would make a great investment.

Having a professional searching through the properties and making recommendations certainly cut down time and made it easier for us living in Vietnam. Once Heidi had located the property she provided us with thorough investment information i.e. expected rental income, strata levies and outgoing costs etc. We were assured that all of the necessary property checks would be completed thoroughly and on time, even though the auction was only a few days away, thus creating no pressure for us back in Vietnam.

On the auction night we were kept in contact throughout the whole process and we could not believe we had purchased the property when the hammer fell, and at a price \$58,000 less than our reserve price. Having a professional like Robert bid at auction for us was far less daunting than what we had anticipated and his negotiation skills soon paid for more than the service fee.

We are very happy with our investment property and feel that the whole process was quick and effortless on our part. We would not hesitate in recommending your services to any investor looking to purchase an investment property.

Yours faithfully

  
Warren and Ineke Hodder

PK Property Search & Negotiators  
Suite 13 / Level 1 -287 Military Road  
Cremorne NSW 2090

Dear Peter,

Thank you for finding our wonderful new home in Vaucluse, we are  
purchase. You were able to negotiate a big saving off the asking price

I was in Sydney for a week, and was surprised to have found the idea  
the negotiation take place over the busy Christmas period, but you  
throughout the holiday break and secure the property against a diffic  
too. Your services were very valuable in this respect and we could n  
the amount of time that you did.

We would recommend your services to anyone who is looking  
negotiator and also commend you on the hard work you put in over  
purchasing our new home!

Thank you,



Peter Sutton

6 December 2006

Mr Peter Kelaher  
Managing Director  
PK Property Search & Negotiators Pty Ltd  
Cremorne Town Centre  
Suite 13, Level 1, 287 Military Road,  
Cremorne NSW 2090

H. T. Mo  
4 Crowther Av  
Greenwich 206:

Dear Peter

Re: Purchase of unit at 4 Crowther Av, Greenwich

Congratulations Peter, you've done it again!

Here's my story, a testimonial that you really care about your clients.

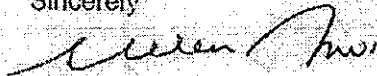
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Peter, I wish you and your family a happy and safe Christmas, same as what you've afforded my family.

Sincerely



H T Mo



Stephanie and  
Geoff Hollings

5 Edgewood Place  
St Ives, NSW 2075

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5<sup>th</sup> April, 2002

Peter Kelaher  
PK Property Search & Negotiators  
PO Box 112  
Cremorne  
NSW 2090

Dear Peter,

We write to thank you for the key role you played in securing our new home.

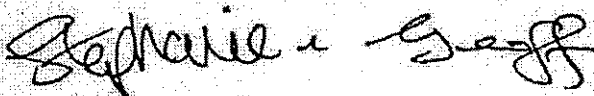
Our requirements were simple (or we thought so) - four bedrooms, lounge, dining, family, large garage and plenty of parking (for him), and a block suitable for a gardening enthusiast (for her).

After a year of looking, we found a house which had the makings. The challenge was two fold - firstly to secure it, and secondly at the right price.

Peter, you accepted the challenge with enthusiasm and vigour. You demonstrated your knowledge of the market and your experience in negotiations, and applied this in a very professional manner to our benefit. In the process, you saved your fee a few times over as well!

We will definitely use PK next time, but hopefully this will not be for quite a few years. In the meantime we are recommending PK to our family and friends.

Yours Faithfully



Stephanie and Geoff

**MR CHRIS SMITH**

P.O. BOX 80  
WILLOUGHBY  
NEW SOUTH WALES 2068 AUSTRALIA

Telephone (02) 9419 5408

**PK PROPERTY NEGOTIATORS**

**Mr Peter Kelaher**

**P.O. Box 198**

**MANLY NSW 2095**

**4 September, 1998**

**Dear Peter,**

**Re Property: 6/882 Pacific Hwy, CHATSWOOD**

I write this recommendation to express my gratitude and appreciation for the outstanding result you achieved for me recently.


Due to a combination of my inexperience in real estate matters coupled with my work commitments requiring me to temporarily operate away from my home base I was able to relax secure in the knowledge that you were acting for me in a thoroughly competent and professional manner.

The result you achieved for me was way beyond my best expectations. As the property had only recently been reduced to \$195,000 and considering the value of comparable properties in the area, I was doubtful that any further major reduction could be achieved. Certainly not by me. I was fully prepared to purchase at \$190,000 but as I said, I was not confident this could be negotiated.

Much to my amazement and financial advantage, in less than 24 hours you had negotiated the sale for me at \$182,000. A result that I had not even imagined!

Needless to say, I would not contemplate entering into any future real estate dealings without your assistance and will be happy to advocate your services to friends and business associates considering a home purchase.

Thank you again for your help.



**Chris Smith**  
**Customer Service Centre Manager**

1 Lower Almora St  
MOSMAN 2088  
18-03-03

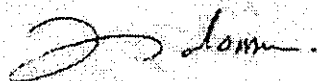
Peter Kelaher  
PK Property Search & Negotiators  
PO Box 112  
CREMORNE NSW 2090

Dear Peter,

*We would like to extend to you & Susan our thanks and appreciation for your efforts in finding the right property for us.*

*During this time, you demonstrated a very professional attitude & your negotiating skills were most valuable, saving us time & money.*

Many Thanks,



George & Jacqui Abraham