

17th June 2020

TESTIMONIAL FOR GAYLE ASPDEN

Harcourt's Birkenhead

Re: The sale of our house at 47 Radiata Lane, Chatswood

We had 5 Bedrooms, 2 Bathrooms, 795m2 Land etc



We are so pleased to have had Gayle sell our home. Right from the beginning she was professional in her approach and it was obvious that she is committed to working with her clients to achieve the best possible results. She suggested that in this rather unknown Covid Level 1 climate we sell by negotiation for a week or 10 days then go to auction if not sold.

Gayle advised us to get a Builders Report and pay for the LIM which we did so we knew our house was right ready for sale. It was very helpful to have a calendar of the marketing campaign with a timeline for launch, photos and open homes. Her wording and the beautiful photos and video attracted many interested groups. She was constantly reading the interest from potential buyers, and because the interest was so high she brought forward the time for offers to one week after the launch.

With so many offers on the table Gayle and the Harcourt's team had to work extra hard. We had sold in just one week and are extremely happy with the excellent result. The process of offers took away the uncertainty and tension of an auction, (just with the circumstances of our particular case) and made for a very quick sale.

Right from the beginning everything was dealt with quickly and nothing we asked was ever a problem. We would like to thank Gayle and the Harcourt's team for going beyond what was expected to give us such an amazing result in this rather unprecedented time.

Peter and Jeanette Shearer



Nigel & Julie Armstrong
8 Hebe Place, Birkenhead, North Shore, Auckland 0626
12th May 2020

A TRIBUTE TO
Gayle Aspden

We have pleasure in offering our tribute to Gayle, who managed and negotiated the sale of our home in a thoroughly professional manner through difficult lockdown times to a wholly acceptable conclusion.

We have always found Gayle to be upbeat, optimistic and disposed to call issues candidly as she sees them.

Gayle has had the energy & enterprise to go with a fantastic work ethic for us over a sustained and difficult period. In selling a home the common process of open homes & auctions have had to be replaced by much more creative marketing and Gayle's enterprise is unrivalled.

We applaud her thoroughness and thought on enterprising options, as we do her unstinting pursuit on achieving the best possible result from the project of selling your home.

We are well aware that she puts in long hours and hard yards, and we thoroughly concur with her assurances "I have been working hard for you!"

We share & commend Gayle's passion for working round the clock & have always welcomed her calls night & day. They are always inspired by reason, thoughtfully resourced, meaningful, constructive, and a breath of fresh air to give you food for thought on further important steps designed to get the best possible result.

In summary, we contend that Gayle lives right up to her gold medal standards.

Gayle Aspden
Harcourts Cooper & Co.
Birkenhead.

November 2017

Dear Gayle

We're so glad we chose you and Harcourts to handle the sale of our home. It was our first experience of going to auction and we were anxious about the outcome we needed. However, your marketing strategy was spot-on and we appreciate how you took most of the stress off our shoulders and onto yours. Your guidance, commitment and that 'personal touch' reassured us all the way.

We marvel at your untiring confidence and stamina throughout the entire process. The number of prospective buyers attending the open homes and ultimately the auction, is testimony to your communication skills and rigorous follow-up of all interested parties.

We're convinced the outcome - achieving a dream price we never thought possible - was due to a fantastic auction, good bidders, and the very skilled auctioneer.

We'll be recommending you to any prospective vendors/buyers we engage with in the future.

Our sincere thanks and gratitude.

Ken & Marie

Ken & Marie Carpendale

16th February 2017
10a Lynngate Place, Hillcrest

Testimonial for Gayle Aspden, Sales Consultant at Harcourts Birkenhead

Gayle Aspden is the Harcourts Cooper & Co sales consultant we selected to sell our house. Her credentials and sales performances, when compared with the many agents cards we received over recent months, are to a very high standard.

When we contacted her we were most impressed by her response that included a full marketing strategy for our home.

We had never been involved in an auction sale and Gayle guided us through the process keeping us informed with reports and phone calls.

Gloria and I found her manner to be positive and forthright and always polite and helpful. As an older couple we found her to be trustworthy and dependable. Gaye looked after us throughout the process, helping with whatever we needed which greatly reduced any stress or concern we may have had with selling our home of nearly 20 years.

We would have no hesitation in recommending Gayle for real estate business.

Regards,



Roly and Gloria Alderson

From: Jessica vivien [mailto:jessica.vivien@gmail.com]

Sent: Tuesday, 14 July 2015 2:26 p.m.

To: Gayle Aspden

Subject: My Thankyou letter to you/Reference

Dear Gayle, I want to thank you for doing such a brilliant job of handling the sale of my aged mother's home now she has moved permanently into Northbridge Rest Home.

Mum's profound deafness makes it very difficult to communicate with her (phone calls are almost impossible even with a captel phone and she is computer illiterate), but you managed to talk to her face to face effectively, and were good at explaining to her the options for sale so she was happy that she was fully informed and also in good hands. She decided on an auction, which was your recommendation, and you then helped her achieve a magnificent price for her property.

My older sister is the only one of the 5 of us still living in NZ, and she was initially away overseas, and then because she works still, was very limited in what she could do. The rest of us were keen to do what we could but live in Australia, Spain and California, so also very limited in what we can do. So Mum was at risk of being taken for a ride or getting herself into a real mess, and we were quite worried. But you were so good with her, and looked after her and her sale and us and filled in any gaps just perfectly.

You solved the next problem of making beautiful marketing photos when confronted with an overgrown yard and a rather messy house. You were able to call on contractors at short notice who did a brilliant job of making the property look really good at a reasonable price so the marketing photos showed the potential of the place well.

Then you worked around communications with special family circumstances making it important to keep several family members in the loop, while still running very effective open homes in which you did a brilliant job of getting buyers committed to attend the auction. You must have got a really good rapport with those prospective buyers too, because you managed to find out about planning issues that concerned them and past work and past inspections that they were initially put off by. You then contacted us and found good answers that resolved the buyers concerns and made sure they were then keen bidders at the auction.

The auction went like a dream, thanks to your work prior and the expert job done by your brilliant auctioneer.

And then afterwards, you helped ensure that all the final mess in house and garden was cleared up and the place transferred in a good state for your buyers to be happy.

I do not know how you manage to be so reliable, trustworthy, nice, understanding, helpful, available, and good at handling difficult people and complicated families, and yet so hard-nosed efficient and powerfully good at your job. but you do it well.

I would strongly recommend that anyone anywhere on or near the North Shore who is selling a house should pick you as their real estate agent. In particular, where the owner(s) are aged people in Northbridge Retirement Village or Rest Homes, with family overseas or very busy, and the prospect of selling a house is

a total nightmare, you are definitely the Go-To real estate agent. You take the risk out of the process, and make an impossible process happen with grace, professionalism and a very good result.

Please feel free to use my comments in your marketing, or to pass my letter on to any prospective clients, or in any way that you may choose.

If anyone wants to contact me personally directly, I would be very happy for you to refer them on to me by email or mail for a personal reference to your services.

many many thanks

Jessica Vivien.

21 Traylen Rd, Kalamunda, 6076 WA, Australia

jessica.vivien@gmail.com

Gayle Aspden

Subject: FW: Testimonial

-----Original Message-----

From: jackie havercroft

Sent: Tuesday, 4 February 2014 11:25 a.m.

To: Gayle Aspden

Subject: Testimonial

Dear Gayle

I am glad to have the opportunity to thank you for the hard work and energy you put into selling our home in Birkenhead. I particularly appreciated that you always kept me informed at each stage of the process. Your friendly personable approach coupled with local market knowledge was a real plus. Your determination to go the extra mile to get a sale meant we can now move on to the next part of our journey.

Regards

Jackie Havercroft

Gayle Aspden

From: Gayle Aspden
Sent: Monday, 23 December 2013 2:04 p.m.
To: Gayle Aspden
Subject: FW: Testimonial

From: Eleanor
Sent: Monday, 16 December 2013
To: Gayle Aspden
Subject: Testimonial

November, 2013

Gayle is definitely one of the best! Initially, I tried selling privately but found the demands of this process proved too difficult to manage while working full-time. Gayle was recommended to me by a work colleague as someone who puts a lot of effort into the selling process and uses a variety of marketing methods. I found Gayle to be extremely professional, and she was always straightforward pleasant to deal with. She gave me useful presentation tips and her approach was always positive and encouraging.

Not long after my property was listed, new central bank restrictions on lending to first home buyers were announced. As new home buyers were the key market for my property, these new restrictions were very concerning to me. Gayle worked tirelessly to secure a sale for me in this difficult market – and she succeeded due to her experience, reputation and extraordinary efforts. I would recommend her highly to anyone thinking of selling their property.

Eleanor

Date: 1 November 2013 8:01:13 PM NZDT

To: Gayle Aspden

Subject:

Thank you so much Gayle,

I forgot my mobile at work yesterday, therefore, I feel so sorry that I missed your call. Eleanor told me the good news yesterday. I refer her to you because I know you are the only dedicated and professional agent I have ever met. I know you will always go extra miles to look after all your clients through hard work not short cuts, as you are different with other real estate agent, you have passion for your job not just money. I really trust and respect you. I always associate you with the house we didn't get, unique and quality! And I am glad my friend Eleanor has now experienced your premium service. You will be the only agent I will feel comfortable to refer my close friends when they sell their houses and my houses in the future too. It will be lucky whoever have you to be their agent.

Thank you, thank you, thank you,

Jing

Glenfield
Hillcrest 0627

17 October 2013

Dear Gayle

I just wanted to write to thank you for the wonderful result that you achieved on my mum's property recently. We were absolutely thrilled that you were able to attain such an amazing result, first the initial very high offer which meant we went to auction early and then the unbelievable price at auction. It was so exciting. I know that none of us imagined getting the purchase price that we did, especially since no other properties in the area have ever sold for such a similarly high price. This speaks to your skills as a real estate agent.

I know that this excellent outcome was achieved because of your professionalism, astuteness and care – qualities that are not often found in a real estate agent. You listened carefully to what we wanted, gave us fantastic advice in terms of ways to enhance the value of the property, and kept us up-to-date throughout the process. I really liked your very thorough planning of the whole sequence of events which enabled us to see exactly what would happen and when. Your organisation was superb!

Of course, you sold two properties for us last year as well – the main reason that we came back to you this year! Why would we ever go anywhere else? You achieved an amazing result on both those properties as well and so it was no contest in deciding who we wanted to sell this property. We would always come back to you to sell our properties. You are the best!!! Thank you.

Kind regards

A handwritten signature in black ink, appearing to read 'Christine', with a stylized, cursive script.

Christine

From: peter topzand
Sent: Wednesday, 16 October 2013 2:41 p.m.
To: Gayle Aspden
Subject: Birkenhead

It is with great pleasure that we provide this testimonial for Gayle Aspden. We recently sold our home with Gayle's assistance and were mightily impressed with her manner, her efficiency and her overall communication.

While we were not able to observe Gayle at work at our own open-homes, we observed her working the crowd at another of her listings and were struck with her friendly, informative and open manner.

Gayle gave us great advice, was invariably responsive, and was a pleasure to have in our lives for those few weeks. She seemed to know the market very well and was able to give us some excellent information about where we were going to live next.

Subsequent to the sale she continued to be of tremendous assistance in terms of making the various strands come together in terms of re-negotiating settlement dates etc.

We have no hesitation in recommending Gayle , and would gladly use her services again.

Peter and Claire

Angela

Mairangi Bay, Auckland

8/10/2013

To Whom it May Concern

Gayle Aspden has sold two houses for me now and I would strongly recommend her to anyone wishing to buy or sell a property. Her very professional skills are a rare gem and you can relax and be confident that your needs will be handled in her unique and stylish way. A fine lady that works hard with attention to detail and unblemished integrity; she will get the job done however difficult it seems and she will take on the challenge and give it her full energy and attention.

The house she has recently sold for me was a plaster board house and most purchasers are very suspicious of purchasing these types of buildings. My house had been to market twice before with a different company and it had not been sold. I took this challenge to Gayle Aspden who I had known from before and mentioned that it would be a miracle if she sold that house. Well she went to work in her usual energetic manner and within two weeks the house was sold---- Miracle achieved.

It has been a pleasure to have Gayle sell my houses for me and I hope she continues to work for others in the same trustworthy manner that she has worked for me.

Sincerely

Angela

A handwritten signature in cursive script that reads "Angela Reading". The signature is written in black ink and is positioned below the typed name "Angela".

Browns Bay
Auckland 0630

18 May 2013

Dear Gayle,

John, Brent, Alison and I want to take this opportunity to say a huge thank you for the fantastic result achieved in the sale of our family home in Birkenhead.

This was our first experience at selling at auction but the way you laid out and implemented your marketing plan, your thoroughly professional approach and regular communication made the whole process a breeze. With you and auctioneer Robert Tulp and the team at Harcourts we knew we were in good hands.

Your knowledge of the area is a valuable asset and you displayed a good understanding of the market. Your advice and guidance were always sound and you were always available to answer any questions we may have had.

I appreciated your passion and drive to achieve the best result for us. You worked tirelessly and left no stone unturned, delivering on everything you promised and then some! To achieve a sale well in excess of \$100,000 above our reserve was far beyond our expectations.

It was an absolute pleasure having you work for us with your calm, personable manner and winning smile! You will be my first choice when it comes to selling our own home when that time comes and I would have no hesitation in recommending you and the Harcourts Team to anyone contemplating selling their home.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Neil Davies', with a stylized, cursive script.

Neil

25 November 2012

Beach Haven
Auckland

Dear Gayle,

I can't thank you enough for the passion and enthusiasm you showed both in the time leading up to putting Mum's house on the market and once we listed with you.

Every vendor has a different reason for selling and you understood Mum's reluctance to sell after 25 years (to downsize) and displayed empathy whilst being 100% committed to getting the best result on the day for her.

Your advice was spot on and you achieved an exceptional result, delivering on everything you promised. The house going to pre auction before the scheduled date with settlement pre Christmas the icing on the cake.

Thanks for everything, you clearly love what you do, you made Mum feel at ease, helped her get the house "open home" ready, and I loved the instant email replies at all hours of the day and night.

Thanks again to you and the great team at Harcourts.

Yours sincerely,

Jane

P.S. Oh – and Mum was incredibly impressed to return home one afternoon only to see you in the area walking the pavements and delivering fliers – and that was as soon as we listed!

B W & M G Somerville

Hillcrest
AUCKLAND 0627

7 November 2012

The Manager
Harcourts Real Estate
10-12 Mokoia Road
BIRKENHEAD

Attention: Robyn Martin

Dear Robyn

Re: Sale of our property in Hillcrest - Gayle Aspden

This is just to let you know how pleased we are that we chose Gayle and Harcourts to market our property in Hillcrest and with the result obtained at auction.

Gayle is to be praised for the enthusiasm, energy and focus that she brought to bear on the task of selling our property by way of onsite auction. She displayed good market insight during the whole process.

Gayle's activities were fully supported by the Harcourts procedural framework for the auction process. These systems and procedures have no doubt been developed and refined from long experience and have proven to work. Harcourts take a team approach. We were impressed that a number of senior Harcourts Managers' attended our auction.

We are happy to recommend Gayle Aspden and Harcourts to anyone considering using her services for the sale of their property.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Bruce and Maxine', written in a cursive style.

Bruce and Maxine

Kirsty

Okura
RD 2
Auckland 0792

19th July 2012

Dear Gayle

I wanted to write to you to thank you for achieving such a great price on my house in Birkenhead. I had considered marketing the property myself in the first instance to save on agents costs but I'm so glad I didn't! You (& Harcourts) made the whole process so easy and painless and this is why I think that fabulous agents such as yourself are worth their weight in gold when it comes to using their expertise in marketing their clients' properties.

You struck a chord with me immediately, your passion and drive and organisational skills that I knew you were the one to market my property. Especially I was impressed with Harcourts branding and marketing reach which far exceeded the other agency I approached.

The auctioneer got me the result I wanted and so I wanted to say "Thanks so much Gayle!" for all your fantastic work. I would use your services again in a heartbeat.

Yours faithfully

A handwritten signature in cursive script, appearing to read 'Kirsty', written over a horizontal line.

Kirsty

Alex & Amy

Birkenhead
Auckland

26 March 2012

To whom it may concern

Gayle Aspden from Harcourt's (cooper and co North Shore) sold our House in Balmain road in November 2011.

We owned the property for 15 years but have lived in the UK for the last 11 of those years. We were completely out of touch with what was happening in the New Zealand property market. It was important to get someone who I could rely on and trust to work 100% for me to get me the best possible price. I am a sales manager so can read a sales person very quickly. After a phone call I knew Gayle was the right person to put our trust in to get us the best we could. Almost instantly Gayle arranged an independent valuation and took control, making the property presentable for sale. To make it more complicated we had 2 sets of tenants and a rental agent from another company. This was taken in her stride and all issues were worked through to get the house ready for Auction. Gayle worked tirelessly making sure no stone was left unturned to get as much interest before and including auction day. Despite not selling in auction Gayle managed to get 3 offers on the table within a few days. Working her magic on a multi offer we got one party to put their offer up to a level which was acceptable and able to go unconditional within a week.

We were happy with this as the offer was higher than the independent valuation we had weeks earlier.

If you are serious about selling your house don't look any further. We would recommend Gayle and Harcourt's and thank them for all their efforts.

Regards

A handwritten signature in black ink, appearing to read 'AP Muto' or similar, enclosed within a circular flourish.

Alex

Birkenhead
Auckland

25 March 2012

Dear Gayle,

Graham & I just wanted to take this opportunity to tell you what a wonderful support you were during the marketing and sale of our home. Your good humour and smile made us feel we weren't asking silly questions.

We were so impressed by the clear and concise way in which you laid out the marketing plan and as we haven't moved house for over 20 years, we thought this experience would be really daunting. However, your expertise, local knowledge and calm, professional manner were most reassuring.

Even when the marketing plans changed exceedingly quickly due to an unexpected offer, you made sure that we were not stressed by the situation. Your honesty, passion for what you do and flair for putting a "home on show", were not lost on us and earned our admiration. The rapport you have with your other Harcourt colleagues is a most excellent asset, which we are sure led to the swift conclusion of our sale.

Although our house is now sold, you continue to offer your professional help and advice in seeking our new home and have also offered to train us in the art of buying at auction.

A big 'thank you' to you and the Harcourts Team for a fantastic outcome. We will have no hesitation in recommending your services to any of our friends and neighbours.

All the best,

Kindest regards

A handwritten signature in dark ink, appearing to read 'Lysla & Graham', written in a cursive style.

Lysla & Graham

Testimonial From Liz

Purchaser

14 December 2010

Purchasing your desired home at auction is a daunting experience. I really wanted the house located at 5 Radiata Lane and hoped very much to be the successful bidder on the day of the auction.

A couple of days prior to the auction I met with Gayle. She gave me some excellent guidance of how to bid at the auction. Her advice was not what I had in mind, and I considered myself quite savvy on such matters. However, what she explained to me did make sense. I trusted her expertise. On the day of the auction, I did exactly what Gayle had advised me to do, which was just as well because it worked, I was the winner on the day!

Thank you Gayle, for giving me the power and confidence to bid in such a way that I was the triumphant victor. Also for remaining patient and positive when leading up to the big day I lost faith in my ability to achieve my desired goal, to get my dream home.

Regards

A handwritten signature in cursive script, appearing to read 'Liz', written in dark ink.

Liz

Chatswood
North Shore

13th December 2010

Dear Gayle

Thanks for selling our home!

When we first met for an outline of what you would do we were impressed by your enthusiasm and passion for the opportunity.

You presented a very professional and detailed strategy on how you would present the property and market it. You made it very easy for us to decide which agent and company we would give our property to.

It is one thing to lay out a plan; it is always something else to deliver it. We were not disappointed. What you proposed wasn't just a sales-pitch to get our business, but you delivered on what you said you would do. The daily plan made it clear how you would go about this.

When our plans changed two or three days out from the auction that could have killed it dead in the water, you rose to the challenge, convinced the buyers to stay in and eventually saved the day and reaped the rewards of a successful auction. We think the way it all unfolded in the end surprised and thrilled everyone involved.

You and the Harcourts team have earned our admiration and would recommend anyone considering selling to talk to you, first, and last!

All the best for your future business

Russell & Lois

2nd December 2010

Tim & Nicky

BIRKDALE

Reference re Gayle Aspden – Harcourts Birkenhead
And the successful sale of our house November 2010

From the beginning when speaking on the phone with Gayle, I thought to myself if she doesn't sell the house, then nobody can! And then, together with my wife, we met and she was even more impressive in person. Gayle is someone local who knows the market and who is passionate about selling 'our house' and not just 'another house'. Now our circumstances were rather unique.... We had what we called a 'special case' – almost like the best house in an average street scenario. So we knew this would be a challenge – especially as we tried to sell a year earlier to no avail. We found with Gayle that she was both very personable and professional. She communicated regularly and chased down any and every lead. We had the house on the market for only three weeks and all it took was that one buyer that Gayle got through her marketing creativity to seal the deal. I must say Gayle meandered effectively and professionally through the maze of negotiation like I haven't seen for a while. So the end result. Our house was sold. We got a great price indicative of the market and our 'special' circumstances. And we have now moved on with our lives.

So thanks Gayle... we highly recommend her to any and everyone who thinks their house sell is a hard sell because Gayle works harder and gets results

Yours sincerely

TIM & NICKY

22nd September 2010

Hi Gayle,

We would like to take this opportunity to thank Gayle Aspden for all her effort and energy she put in selling our property. After spending first two weeks with another real estate agency which ended unsuccessfully, Gayle reassured us that our property could be sold and worked with us with her positive attitude throughout. Gayle eventually managed to sell our home in such economically difficult time and we were very impressed with her effort in getting us the best possible outcome.

We would strongly recommend Gayle if anyone has a property to sell. '

And in Korean too!!

저희 에이전트Gayle Aspden에게 다시 감사의 말씀을 전하고 싶습니다. 처음 2주동안 다른 에이전트와 집을 팔려던 노력이 수포로 돌아간 후에 ,Gayle을 만났고 Gayle 은 저희가 집이 팔릴수 있을거라고 확신을 주었습니다. 그리고 Gayle 은 경제적으로 어려운 상황 속에서 저희 집을 팔았고 마지막까지 최선을 다하는 모습이 정말 인상깊었습니다.

앞으로 집을 팔려는 분들께 Gayle을 기꺼이 추천 하겠습니다.

Cheers and many thanks,

Tura and Helen

Gladstone Rd, Northcote

Gayle Aspden
Sales & Marketing Consultant
Concept Realty Ltd
10-12 Mokoia Road
Birkenhead

8th October 2009

Dear Gayle

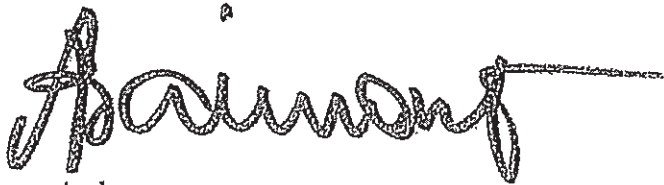
I just wanted to take this opportunity to say a BIG Thank you to you for the results you achieved for us, in selling our house at Exmouth Road.

Given my position on the Harcourts International Board and as a director & shareholder of Mortgage Express, I guess I could have used any Harcourts Sales consultant to sell my house, and in fact had a number vying for that opportunity. The reason I chose you was because of the reputation you brought when joining Harcourts, the tenacity you showed in getting me to list with you and the fact that you were not only prepared to listen to what I (the client) wanted, but followed through faithfully on all your promise – all with your ever-present good humour and smile!

The result was that we had an incredibly successful Auction and obtained a sale at \$20,000 more than the reserve – in a buyers market – well done – an outstanding achievement.

I will have no hesitation in recommending your services unreservedly in the future – and I wish you every success at Harcourts.

Sincerely



Andrew
CEO / Director



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Planned Outcomes For Unplanned Events

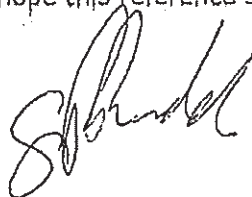
Gary & Annette
32 Te Awa Road
Hamilton RD3

Reference pertaining to **Gayle Aspden**.

To whom it may concern, after hearing good reports about this "agent" in Birkedale, we approached Gayle to discuss selling our rental apartment. As we lived in a different city and had never sold real estate before, we were fully expecting this to be a very stressful experience. From the first phone call Gayle guided us through the process without any obligation or pressure. After several more phone calls and after reading through all of the helpful information she sent us we knew we had found the right person to make this as stress free as possible. We think it fair to say that Gayle had to work really hard to sell our property. Despite set back after set back Gayle persevered until all the issues that were preventing a successful sale had been sorted out. She became so much more than just a real estate sales person, in addition to liaising with our tenants she also had to deal with Body Corporate's, Councils, Remediation Committees and finance brokers. At the end of the day she secured a fair market price for our property that we were happy to accept. We have absolutely no hesitation in recommending Gayle to any potential buyers or sellers. Not only is she very passionate and confident about achieving the best possible result for her clients, she has also proved to be exceedingly committed and undaunted by any hurdles that may inevitably arise. Take the stress out of selling and buying your next property, leave it to a true professional that knows how to get results, give Gayle a call.

Gayle, we sincerely hope this reference serves you well, you have certainly earned it.
Well done!

Best Regards
Gary & Annette



14 February 2012

Gayle Aspden
Harcourts
Birkenhead

Testimonial for Gayle Aspden

Having been through several open homes around Northcote, Birkenhead while starting to look for a house to buy, I came across Gayle at 3 open homes. She recognized me each time regardless of the many weeks that passed between coming across her. She was always friendly and courteous.

Gayle was extremely professional and I could tell she was working very hard for the vendor; she kept her cards close to her chest, not giving anything away. After the open homes she followed up incredibly well and didn't tell me about all the other houses she was selling, she stuck to the matter at hand in trying to sell me the house I'd viewed at the time. This I thought was a rare quality in a real estate agent, but a quality I knew I would come to use as soon as I had the opportunity to sell my own house.

This opportunity arose a few weeks ago. I phoned Gayle, mentioned I wanted to sell my house. She was out that evening to see me, reassuring me the whole way through the process. Took photos a few days later and then a lovely photo board arrived on site highlighting all of the features that Gayle assured me would make my property shine in multi-unit complex that already had several houses on the market.

We had 2 weekends of open homes (both falling in long weekends, so I was not optimistic that many parties would view). A few people came through the open homes and with Gayle's proficiency in the multi-unit market and the knack of knowing how to close these sales; she sold my unit within 9 days of being on the market.

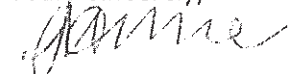
The most impressive aspect is that she continues to increase the price point for sales in our complex. This is extremely important for other owners looking to sell because we have all come through 5 years of the leaky home process and have seen other agents selling at rock bottom prices; despite our units having been completely rebuilt and new CCC's issued. Gayle really understands the importance of getting the best possible results for the vendor.

I have recommended Gayle to many other owners in our complex who are thinking of selling. She has well outsold other agents both in dollar figures, and in terms of speed in which she closes the deals.

Gayle has achieved a great momentum with driving prices up. She is extremely hard working and remains professional, thinking only of the vendor she is working for at the time, and that is a must when you are paying for it.

Thank you Gayle you really are a star.

Yours sincerely,



Karen

February 8th 2012

Reference: re Gayle Aspden – Harcourts Birkenhead

Sale of my house December 2011

Gayle was referred to me by friends after she sold their property. She is someone local who knows the market and who is very passionate and was totally committed to selling my house. I had tried to sell my property 18 months before but had no joy. She kept in touch and when I decided the time was right she gave me 110% effort.

I found Gayle both personable and professional. She communicated regularly and chased down any and every lead. Even though my house did not sell via auction Gayle did not stop working it and two weeks later the house was sold. So thanks Gayle for all your hard work... I highly recommend her to anyone who is thinking of selling their property.

Yours sincerely



Jacqui Elliott