



Final Word

Promoting Values in Property

Our company motto of 'Promoting Values in Property' may be able to be interpreted in duplicate ways but it is far from duplicitous as we mean it from both perspectives.

As most successful people know, good times may come and go but reputations (good or bad) last forever.

Following this you reap what you sew theme, most also know that there is never a right way to do a wrong thing, that we should always seek to do the right thing by all wherever possible. By doing that, the worst that can happen is we may lose a bit of business (but none of our highly valuable credibility).

These are values that we are happy to be found guilty of promoting.

We are equally content to be found guilty of promoting dollar values in our business, which we do for all of the property that we are entrusted to represent.

I am so often bemused when I hear from clients that they've been told they shouldn't look at property through us because we always chase top dollar for our vendors.

As if that should be news!. Of course we always want the best possible outcome for our clients. Anyone who thinks otherwise needs to revisit what real estate agents are paid for.

So yes, we do formally confess also to trying to improve the value of all the properties we are hired to represent. We do this because it is the right thing to do obviously but also because we don't really have a choice, not having ever encountered too many people in the market prepared to pay a good price for a property without at least some active 'encouragement' from our end.