

What sellers say about Hudson Bond Real Estate

30-07-2010

Dear Mr Kounnas

RE: Steve Lazaridis

Purchase – 11 Alfred Street, Lower Templestowe

We write to express our thanks on the recent purchase of the above mentioned property and the excellent service provided by your representative – Steve Lazaridis.

I have read of the Jenman system for some time and was a little perplexed as to how this system differed from any other in relation to purchasing property. Needless to say, having been on the ‘real estate roller coaster’ with other agents, it quickly became clear as to why the Jenman system should be the way of real estate is conducted.

Upon first meeting Steve, he took the time to thoroughly question and understand our requirements for prospective home and considered all factors such as family and the future. He listened and displayed that he truly understood what we wanted. He was able to efficiently prioritise current homes that fit both our requirements and our budget. There was no frustration and/or time wasted looking at properties that were clearly underquoted, not suited or needed to meet agent’s quotas for inspections.

Steve played a passive yet insightful role guiding us and following up on any question/requests. Arguably, it was evident that the purchase of our ideal home was personal for Steve and he was determined to ensure we were satisfied with out ultimate decision.

Steve was contactable at any time and did even disrupt his day off to orginise a second inspection of ‘our’ new home that ultimately lead to signing of contracts well after most other agents would have signed off for the day.

A mark of the person was Steve’s follow up after sale, with additional advice and tips and just generally to ensure we were satisfied.

A special mention also to Barb who completed the almost family feel to the sales.

We recommend the Jenman system, Hudson Bond and Steve Lazaridis for undoubted professionalism, trust and service for the purchase of your real estate dream in a measured, stress free and reassured manner.

Best Regards,

Reno & Lucy Corelli

28-07-2010

Dear Danny,

Many thanks to Hudson Bond for their professional service given to us. We have used them previously and cannot speak highly enough of their endeavor to help their customers.

This time not only did we buy a new home from them(which we love and are so pleased with the workmanship and the thought that has gone into the design and structure) but they also sold our home and got a very good price within the range they suggested.

Also we like their attitude – they do not auction or advertise at random so save the seller a lot of money.

Many thanks to Danny and Kathryn and all other Hudson Bond staff.

Frank and Joyce Dawson

06-08-2010

Hi Kathryn,

We, the Taylors, would like to thank you for helping us find our block of land in Doncaster East. We were so impressed with your professionalism that we decided to allow you to sell our home.

You sold our house within only a few days of listing, kept us informed all the way during the sale process, and best of all, got us more than our asking price!

We like to thank you once again and would definitely recommend you to our friends and family. It's unfortunate that there are not many agents like you!

Regards,

Trent and Jennifer Taylor

Vendors Note:

To Steve,

The method of sale was terrific and completely suited my requirements for privacy. Steve's communication of the process and following through with delivery of the high level of service was second to none.

Thank you for such professional service and hassle free selling process. I have already handed your business card onto another potential seller. (Lives in Kew)

Regards,
Margaret Collins

Purchasers Note:

Just a short note to thank you and your team, especially Steve Lazaridis, for their professionalism, efficiency and expertise on the recent purchase of my house.

I had been searching for a house for the past 9 months, exhaustedly, and was very frustrated with the high demand of housing at that time. Then Steve came to me and introduced me to this house with confidence. At first I was in doubt if it suited me. But he patiently introduced and explained to me the characteristics of this house and attended to all my concerns. In 5 days, I made my decision.

And I am very happy with the house now.

Without Steve, I would not be able to make my decision so quickly and might miss out on this one. His honesty, courteous and friendliness have provided me with the utmost comfort in this purchase.

Once again, thank you and I have no reservations in recommending Hudson Bond to anyone who wishes to buy or sell their home.

Regards,
Karen

Dear Danny

RE: The Hudson Bond Experience

Upon reflection, it has been over ten years we have been using Hudson Bond to assist myself and Emily in property transactions. It all started when you assisted Emily in purchasing her first home in High St, Lower Templestowe. This was a wonderful home which she shared with her two brothers and me.

Soon after, you assisted Emily in the selling of her family home in Mayfair Avenue after the passing of her mother. As you can imagine this was a very difficult period for Emily and her brothers, but with your professionalism and the support of the Hudson Bond sales team, you made this process efficient and easy for them.

And finally after ten wonderful years in our High St property where Emily and I got married and started our family, you assisted us in selling this. I must commend you on your philosophy of only showing the house to targeted buyers. As you can imagine, with two young children, keeping the house in its most presentable condition can be difficult especially when I was not home to assist during the week. However, knowing that this was being done for targeted buyers and not tyre kickers, made the effort worthwhile.

Danny, it would also be remiss of me not to thank you for your excellent advice and counselling in purchasing our new family home. We really appreciate it.

Thankyou again for all your help and assistance.

Regards

Matt Hoysted

08-04-2010

To whom it may concern,

We commence by saying that both Danny and Joseph were very enthusiastic and professional in their contact with us.

We were concerned at the structure of your commission and at our time of signing with Danny we negotiated a fixed figure.

In conclusion we thank you for your success in finding a buyer and again say that Joseph is a very committed salesperson for your company.

Max & Barbara Stearne

13-04-2010

Dear Joseph,

We recently sold our home in Doncaster, we sincerely express our gratitude for the outstanding work your team did for my wife and I.

We are really convinced about Hudson Bond's selling strategy and approach to marketing, which have been shown to be superior compared with many other real estates.

Special thanks go to Mr. Joseph Yap and Ms. Kathryn Lau. We are happy for having them as our salespersons. They were professional, sincere, supportive, dedicated and effective. We are sure you're glad they are apart of your effective team as well.

Regards,

Charles & Jenny Li

24th February 2010

To John,

I chose Hudson Bond because of the 'No sale, no Charge' plus I trusted John and he had kept in contact with me for nearly two years.

I am happy with Hudson Bond, they kept their word. They delivered their results in a very short time.

Regards,

Mumin Yetiskin

0425 786 015

23-02-2010

Brian & Maxine Sinclair

28 Winston Drive

Doncaster Vic 3108

0438 519 376

Re: Campaign to sell our property

We wish to congratulate the Hudson Bond Team for the professional manner in which you have carried out the campaign to sell our home. This was especially evident with the fact that we were babysitting a large dog and the willingness to understand and respect our concerns re strangers and the dog.

John was able to convey to us that we could put our trust in him and the team to achieve the best outcome for both parties.

We at all times felt very comfortable with the Agents and potential buyers coming into our home and this also reflects the

value to us of the 'no sale no charge system' and the process that met our preferred criteria of no unnecessary viewing to boost numbers, no auction, no board with pictures.

In closing our sincere thanks and congratulations to John, Kathryn and Danny for your efforts and a special thank you to Steve who ultimately clinched the deal.

22nd February 2010

I chose Hudson Bond because I felt your representative Mr Danny Demir was honest, sincere and compassionate.

My family and I have no hesitation in promoting Hudson Bond as first class Real Estate Agents.

We found the attention of Danny Demir and Kathryn Lau was exceptional and carried out with dignity, honesty and care.

My family appreciated being informed of every stage of this traumatic move and have congratulated me on my choice of Hudson Bond!

Thank you, one and all, with special thanks to Danny and Kathryn

Lena White

9842 7490

5-02-2010

Dear Barb,

We can't thank you and your team enough for showing professionalism, dedication and care when handling the sale of our property.

What you have done in two weeks should set an example to the rest of the foreign agents out here that had tried for up to six months to sell our house without success.

Evie and I will spread the word around of how much thought, planning and detail you all had spent in the short two weeks until our property was sold.

Your boss should commend you and the team for your fantastic efforts and dedication towards us and we are very proud to have had the pleasure dealing with you and Hudson Bond.

Hoping one day Hudson Bond would branch out into Stonnington Area. You and your team would make a hell of an impact in just a short period. Believe me I know!!!

Thanks again Barbara, we shall catch up soon. It's not over yet!!

Kind regards,

Lew and Evie

27-10-09

Dear Paul,

Just a short note to thank you and your staff , especially Steve Lazaridis, for the effort and commitment you put into selling our property at 6 Second Street Warrandyte in recent weeks.

Prior to listing we spoke with a few different agents and Steve was the only one who in my opinion demonstrated an

effective understanding and commitment to marketing a property in a manner that would attract the best possible result. The "others" were what I would call non achievers, lazy, and were happy with a sale, any sale, where Steve is what I call incredibly enthusiastic, and only happy with maximum efforts and the best possible result, which he in conjunction with John Kendirian achieved. Steve was happy to assess the market and see what interest was attracted, and yes, this worked, and worked well. Steve was also smart enough to know when the road ran out.

Since then I have heard many stories from other sellers in Warrandyte where after seeing what we achieved, have now the confidence to assess the market and have done so successfully.

Asides from that, Steve was punctual, polite, understanding and an absolute gentleman to do business with. He actually made the whole process very stress free and a lot of fun. John also was of great assistance in his patient management of the purchaser and also a true gentleman and pleasure to business with.

On the basis of these efforts, we have already and will continue to speak very highly of your organisation and recommend your services to any friends, family or acquaintances intending on selling their home.

Thanks again,

David McKelvie

13-11-09

Selling a home shouldn't be a nightmare!

It should be a hassle free process with plenty of communication from the salesperson also sharing of advice on presentation of the property, the do's and don'ts!

The team at Hudson Bond Real Estate did just that. Honest, reliable, professional and willing to make the process easy.

As my husband and I both work full time we didn't want our evenings interrupted with potential purchasers - Hudson Bond understood and complied. We didn't want our time wasted with low offers - Hudson Bond understood and complied. We didn't want to come home after work and find footprints on our floors - Hudson Bond understood and complied.

We have no hesitations in recommending the team at Hudson Bond to any perspective buyers or seller – especially Kathryn Lau. A true professional and also a delight to deal with.

Thank you Kathryn and thank you Hudson Bond.

Very satisfied with the whole experience.

Kerry & Wayne Elphinstone

Johnson & Sharon Oen

222A Blackburn Road Doncaster East 3109
Monday 5th October 2009
Dear Hudson Bond

A huge "thank you" to the team at Hudson Bond and especially Danny Demir , our listing agent for the amazingly quick sale of our home. His advice was invaluable and realistic. We're pleased that our target sale price was reached and believed that they negotiated the best deal for our property.

His professionalism in keeping us informed at all times helped us through this possibly stressful time. We thank him for his friendliness and helpfulness; this put our mind at ease and gave us confidence regarding the sale of our property.

A great job by all!

Regards

Johnson and Sharon Oen

24-09-09

Dear John,

We sold a couple of properties in recent years. Each time it was quite stressful, lots of people tramping through the house, ridiculously low offers and weeks of anxious waiting before the house was sold.

This time we asked Hudson Bond to sell the house, as the agency seemed to have a lot of success in the Bulleen area. We were not wrong, the house sold within a few days, for a price we were happy with.

John Kendirian and Ille were a delight to work with, I wish we had another house to sell, so we could do it again.

Danuta Sowa

28-07-09

Thank you Danny, Joseph and Hudson Bond for making both selling of the house and purchase of the unit such a pleasant experience. Your explanations of the process of selling and buying was most appreciated.

I understand you were all (HB staff) surprised as I was by the quickness of the sale (1 week from signing the agreement) and by the offer made (\$50,000 more than I expected). As for the purchase of the unit (3 days after the sale of the house) I am still reeling.

Danny you seemed to know exactly what was wanted and what the vendor of the unit would accept as an appropriate offer – thank you

Joseph and the sale of the house – well done. May the force (Chinese of course) be always with you. Your after sale purchase services is also exceptional.

One again thank you Hudson Bond and staff for a job well done (and for the birthday (not mine) cake).

I have no hesitation in recommending you to others.

M.A. Westbrook

23-07-09

Dear Joseph,

Anthony and I want to thank you from the bottom of our hearts for coping so well to all the dramas that I dragged you to, (won't name them, I will need the whole wall to write on) I must admit that you are a very patient man.

Thank you for your support and understanding through this scary and exciting time, the first time I spoke to you in regards of selling the unit was 4 years ago and finally did it, in a way we are sad to leave this area in which we lived 8 years, taking wonderful memories from, but we also see this step as “The new an exciting chapter in our lives”,,

We wish you all the success and happiness through all year and every year,

Warmest regards,

Anthony & Catalina De Pasquale

To whom it may concern

Re: Barbara Love

Barbara Love was the Hudson Bond listing agent during the recent campaign to sell our Doncaster home.

Barbara was extremely supportive and respectful during this time and achieved an outstanding outcome in a very short period of time.

I would have no hesitation in recommending Barbara as an outstanding Sales Consultant, who is mindful of the emotional aspects of selling your home. Barbara was able to guide us through the process, with outstanding professionalism and unwavering dedication.

Regards,

Pam and John Guy

22-06-09

Dear Danny,

We were thrilled that our family home of 44 years sold so quickly.

Your expertise certainly shone through. We found you and the team at Hudson Bond to be very professional and of great assistance. Bob and I both enjoyed your communication with us. Danny you are a true gentleman and we will be only too pleased to pass the word along that Hudson Bond is the best agent in the business.

Yours sincerely

Yvonne and Bob

30-06-2009

Dear Mr D. Demir

Mrs Valentine and I have been very impressed with the "Team Approach" that Hudson Bond Real Estate used in the marketing and promotion of our property and especially dealing with you.

You explained in detail your company's method of selling, we were more impressed with your "No Sale No Charge" policy and that it would not cost us anything if we didn't sell. This for us at our age made us feel safe and in control of the sale.

As you know we spoke to another leading agent in the area who wanted from us \$7,000 for advertising our small unit, what a waste that would have been? As you explained that the majority of buyer inquiries today come from the electronic media (internet) and we agree.

All the Hudson Bond team in whom we came in contact with were both friendly, professional and they all presented well.

Also I forget to mention that you sold our property in less than 2 weeks for a price that exceeded our expectations.

Thank you Danny and rest assured we have passed on your details to all our family and friends.

Best Wishes

Mr and Mrs Valentine

11-06-2009

Dear Joseph

I'd like to take this opportunity to thank you on the service you provided me upon purchasing my first home through Hudson Bond Real Estate.

I found your service to be very professional, efficient and accommodating. You were able to give house inspections at short notice and you were well prepared at all times. I felt that you advocated for both the Vendor and myself and when it came to signing the 'dotted line', your advice was helpful and your patience was greatly appreciated, particularly for a very nervous first home buyer like myself! You also put me out of my anxious state, promptly calling to notify me that I was the successful bidder. I've found the handy hints on moving helpful and to top it all off, I look forward to sharing the gift basket you gave me with friends to celebrate!

Once again, thank you.

Warm Regards,

Claire Greve

11-06-09

Dear Barbara,

I wish to record my grateful thanks to Ms Barbara Love of Hudson Bond for her excellent professionalism, exhibiting skilful understanding towards myself during a difficult and traumatic time, when attempting to deal with a very sick partner and house sale simultaneously.

She exhibited a warm kindly compassion and promptness while dealing seemingly effortlessly with, at times, a complicated and very emotional sale of our property.

In addition she showed great customer service awareness never promising something that she could not deliver, and eventually finalising a most satisfactory agreement both for the seller and purchaser.

One again our heartfelt thanks.

2-06-09

Joseph, as promised, even though a bit late....

This is the second time I used Joseph and Hudson Bond as my real estate agent.

Four years ago Joseph helped me with the quick sale of my home in Templestowe. On returning to Melbourne, Joseph was there again to help find my family a great home in our desired location.

Throughout the entire process he was professional, personable and responded readily to any queries that I had. Thank you Joseph for your expertise!

Karen

29-05-09

Hudson Bond have the most committed and dedicated staff. Joseph Yap strived to his utmost to achieve the sale of our Templestowe townhouse. He always kept in communication relaying the results of every inspection.

Joseph was extremely professional and very comfortable to work with. Even when our property was no longer under contract with Hudson Bond, Joseph endeavoured to stay in contact and still introduce prospective buyers to our property.

Thankyou to Hudson Bond and especially Joseph Yap on the successful sale of our property. The experience has been amazing and resulted in a great outcome for both vendor, Hudson Bond and I hope the buyer.

Regards,

Gary & Teresa

06.05.09

Dear Steve,

By far the best real estate agent I have dealt with, Steve was sincere, helpful and friendly.

Dealing with Steve, I was impressed with the friendliness of staff and transparency of sale which helped me purchase my first home.

I have no hesitations in recommending Steve to family and friends.

Regards,

Rachel Lee

04.05.2009

Dear Paul,

Having recently experienced two different methods of buying and selling, I cannot understand why somebody would choose the auction method.

I felt very comfortable with the explanation of the process and of course I am more than pleased at the price paid for my unit.

I would highly recommend your method of selling and would have no hesitation in telling people that Hudson Bond is the way to go.

Regards

Liz Olie

29-04-2009

Hi Stuart,

Thank-you for your assistance in the purchase of the property in Alphington.

We are very excited about taking this first step in creating our family home.

Your professionalism and regular communication provided us with timely information that kept us in the game of making sure we could secure our home in this wonderful location.

You helped us in acquiring the property at a competitive and fair price, while always representing the vendor's views and requirements firmly.

We would like to especially mention that you were in no way pushy, just always professional and personable which meant that dealing with you was a pleasure - a rare find in your industry.

Thanks again

Domenic & Rose

21.04.09

Dear Joseph

We recently purchased a property through Joseph Yap and were very impressed with the service we received. Joseph was always positive and friendly, he made sure that we understood the process involved as we worked through the paper work together, and he achieved an amazing result for us to buy a house within a week.

Joseph Yap is the most professional sales consultant real estate agent. We want to send a special thank you for all the wonderful service in helping us find a perfect home. We truly appreciate all and we wish you and your team all the very best for the future.

Yours Sincerely

Loc & Family

To Paul Kounnas and the team at Hudson Bond,

I am writing to you today to say a big thank you to Paul Kounnas and the team at Hudson Bond. I was in an awkward situation where I was building a new house to move into and renovating and selling my old house. As always with a new building project I experienced massive delays, which slowed down my progress with preparing my home for the market.

I was running out of time, as I needed not only a good price but quick settlement. The team at Hudson Bond got me both. After talking to Paul about my situation he was extremely accommodating and even though my house wasn't ready to present to buyers, made sure that his agents were still letting potential buyers know that it would be available for sale soon. The second I was ready, the whole team jumped right in and hit full steam. I had my first potential buyers in for inspection on a Saturday morning, and they just kept coming throughout the day. Before the end of that same day I had a signed contract of sale with an offer at my asking price and a quick settlement as I requested. The result was fantastic! I couldn't have been happier! I knew that I would be looked after by Paul and his team but the result was better than I had ever imagined.

The efficient, professional and amazing work done by Paul and the team has helped me achieve everything I needed and substantially reduced my stress levels! I didn't need to stress about if my house was going to sell, even in this difficult economic climate, as it was in the hands of Hudson Bond. I will, and have already recommended my friends and even strangers to approach the team if they wanted to sell or buy their home. There is no doubt that you can always put your faith in the team to look after you, and be sure that they will put in 100% to achieve to help you achieve your dream.

Thank you all again for all the great work you have done! I know that you will have many, many more very happy clients in the future.

Matina Grivas

Thompsons Rd Bulleen

April 16, 2009

To Steve,

This is the third time I used Hudson Bond, I always dealt with Steve, I found him to deliver what he promised, never failed me.

His dealings with me have always been very ethical.

No stressful sale or purchase, just good business attitude.

Your reception area works well too. Good professionalism, good customer service and all reliable. All messages are passed off.

I have recommended you to my family and friends and I will certainly use you again.

Thank you Steve for your yearly follow up calls.

Regards

Grace Bastos

16.04.09

To Danny,

After interviewing no less than 5 local real estate agents it was Hudson Bond's approach to selling my property which suited me most. Without the stress of an auction or fixed inspection times I found the process of selling my property effortless.

My property was sold by Hudson Bond Agent Danny Demir. I can definitely say that Danny took on the property as if it was his own and kept me up to date through the entire selling process. I completely trusted that he had my best interests in mind and in the end he delivered the best possible result through dedication, hard work and impeccable negotiation skills. I would not hesitate to sell another property through Danny and the Hudson Bond Team.

Regards,

Lisa Donato

Doncaster East

3 April 2009

Dear Mr Kounnas

I am writing to commend and thank Steve Lazaridis for all his assistance with the purchase of my new home. Being a first home buyer, the prospect of finding and successfully purchasing a property was new and daunting. Steve eased a lot of this stress.

I encountered quite a few 'snakes' masquerading as vendors' agents, who strung me along when I was interested in the property they represented, and I was starting to feel that I would never be able to 'win' against them and successfully buy a property, because I couldn't match their tactics.

Steve was a breath of fresh air – he was motivated, professional, up front and decent to deal with – a rarity in any field, and especially in real estate! He expertly combined his duty to sell property with a desire to match my needs, and kept me in mind over time. The properties he showed me exceeded my expectations of what I thought I'd be able to get as a first home buyer. In fact, I thought that the last property he showed me was way out of my league, but thanks to Steve and the Hudson Bond team, I was able to purchase that dream!

Steve's caring and professional attitude, and prompt follow-up of any queries or concerns that I had, is something I will always remember. He respected my budget and did not involve me in de facto auctions with other private purchasers, as other agents did, and this was a welcome change.

I'd also like to note that whenever I spoke to other Hudson Bond staff, they were pleasant and keen to help me.

So thank you Steve – you came along at a difficult time in my life and for that I count my blessings. You made me a first home owner!

Yours sincerely

NINA PEREIRA

26 March 2009

Joseph,

Our dealings with Hudson Bond we always congenial and we appreciated their professional and ethical standards. We regarded Joseph's handling of all negotiation to be top class and will recommend him as a reliable and helpful person to approach in any future real estate matters.

Mr & Mrs Van Twest

Hello to all at my favourite Real Estate, Hudson Bond.

I am writing to let you know how much happiness it brought to my life having dealt with you to buy my first house.

Being only in my early 20s and in my first "real" job after completing my studies you can imagine that I felt very vulnerable when approaching the new stage in my life of getting my home. Then I met Steve. Steve is such a wonderful person who made me feel comfortable straight away. He talked to me about experiences of his young clients who felt exactly the same way as I do giving me specific examples of how they were coping when getting a new home.

His people skills made him realise that I need a lot of guidance throughout the process and he was very patient in explaining everything that I needed to know. He made everything so easy for me. Further more he did not waste any minute showing me what I needed to see.

I came to Hudson Bond with only a vague picture and price of what I was looking for. I did not even have a real price range as I had nearly given up hoping to find anything that really suited. But Steve gave me confidence straight away. He said that we will find what I need in no time and he also helped me work out more precise price range and things to look for when buying property. Buying a house involves a lot of guts, but having dealt with Steve made me so much stronger and daring and made me realise that once you get on board the journey, the destination is incredibly rewarding.

Thank you Steve Lazaridis, the rewards you gave me will be value to me for a lifetime and your value for all the house buyers out there is priceless.

Best Wishes

Dijana

Dear John,

Thank you for the wonderful service you gave me when selling my home. The staff and all at Hudson Bond were all very pleasant to deal with.

I would not hesitate in recommending Hudson Bond to anyone who wanted to sell their home.

Regards,

Patricia White

3 February 2009

Dear Joseph,

We are writing to say "thank you" for your excellence and professional work. We are so thrilled that

we have brought what we really needed through your great help and your broad real estate knowledge which gives us confidence.

You are functional, knowledgeable, and patient, we do think you will have bright and great future in real estate field.

Only say “thank you” not enough for what you did for us. Really appreciate it!

From Nick and Family

Dear Danny,

Further to my report on the success of selling my home with Hudson Bond and especially you Danny with your sincerity and unfailing support, I must advise that I made one major error –

I did not make the change 10 – 15 years ago! I would strongly advise anyone thinking of selling their home, to do so well before the age of 80. The clearing out of an established home of 38 years was exhausting to put it mildly and I would not recommend it.

I am fortunate to be living in a beautiful Retirement Village in Fitzsimons Lane, Templestowe and the lifestyle and relaxed atmosphere is something to be believed.

So please intending sellers – “Move it or lose it”

Regards, Beryl Jones

21 January 2009

Steve Lazaridis,

I did not choose Hudson Bond, I succumbed to Steve's relentless calling in to see "how can I sell this property of yours".

Being the client and with a poor experience of another agency, I was initially suspicious of Steve but once I told him what I needed he was straight onto it with continued updates.

My previous experience with the first agent plus personal adds to assist that "sale" cost me \$10,000 + and NO SALE. By comparison with the "other agent" - your dedication as a whole office approach was very good.

Next time I sell I'll definitely consider Hudson Bond and tell others about you.

Gerry Barber

9 Melissa Street, Donvale

20 January 2009

Dear Steve,

We would like to thank you so much for all the effort you put in to sell our house in Eric Avenue.

Your friendly and caring nature helped us at such a stressful time. We also enjoyed our chats with you over a cup of tea and biscuits.

It was nice of you to drop in and see us when we know you had had a long day at work.

Good luck in the future – Loris & Richard

Thank-you Stuart, Barb & Hudson Bond,

It was a stressful event to sell our house, we were quite pessimistic despite Stuarts upbeat attitude!!

However we trusted Stuart (hence why we signed on) and shouldn't have been so worried.

Hudson Bond delivered us a great result despite the current economic uncertainty we recommend them to all.

Lia & Steven Williamson.

Dear Stuart,

I'd like to express our genuine appreciation to Hudson Bond and Stuart Cooper in particular for the courteous, professional and efficient manner in which our recent home sale was conducted.

Stuart's frequent communication (both in person and via phone) kept us fully informed of all developments during the entire process. It was quite apparent the amount of effort that was being applied to the necessary market research and the identification of suitable potential buyers.

In a market that is as uncertain as today's market is, we were extremely happy with the outcome.

I would have no hesitation in recommending Hudson Bond when deciding on an Agent to look after the sale of your home.

Regards,

Kenton and Jennifer Rogers

24 October 2008

Dear Stuart,

I wish to express my thanks to yourself and your sales team on the recent sale of my mother's house at 30 Ayr Street Doncaster.

My family was going through a hard time following my mothers passing and the professionalism and courtesy of yourself and your team was sincerely appreciated. The sale was extremely quick which saved us the saga of any long or drawn out periods of time and the sale price was as quoted.

Whilst there were some difficult negotiations following the sale, you continued to support and work on our behalf.

Once again, on behalf of Kerrie, Daniel and myself, thank you and I would not hesitate in dealing with your company

again.

Steve Martin

13 October 2008

To the power’s above,

We were really happy with the service from your team Danny & Steve. Danny’s quick responses to our every detailed request were answered with honesty and a true understanding of what we wanted. The sale of 50 Unwin Street was no different.

I would recommend your firm to anyone whom wishes to sell their home. Danny’s advice was really easing and comfortable reality in which we never have received from other realtors in the area. Very professional.

Thanks guys,

Paul Mala.

25/09/08

Dear John,

Our family would like to thank you and Danny for your help in finding us our first home.

In our search for a home, we have come across many real estate agents, but you've undoubtedly stood out as one that's both professional and attentive to our concerns.

You've gone the extra mile to accommodate our requests, sacrificing time and effort to assist us the best you can and you've got an amazing ability to treat people with respect even when we ask the silliest or most unreasonable things. There were many times you could have walked away, but you never did - and even when everything was signed and the deal was made, you still stayed back to take us to see the house again.

We highly commend you and hope that your company gives you the recognition and rewards you deserve. We will definitely recommend you to friends and family who are looking for property in this area. Danny, a big thank you to you as well. We didn't get a chance to get to know you much, but we do know it's because of the both of you that our family has a place to call home. God bless you both!

Much thanks and appreciation,

Joey, Ebbie, Ryan & Noel

Dear Barbra,

On behalf of Roy Stojnic and myself Zorica Lajic I wish to extend our Thanks to both Barbara Love and Danny for the successful sale of our unit.

Despite the slow start, as well as the unfavourable market conditions, you as a team have both managed to obtain a very pleasing Sale price for us.

Furthermore, you have both been extremely helpful in acquiescing and dealing with the uncertainties pertaining to the purchaser's acquisition of the loan following the sale.

Overall, we're very pleased with the handling of our sale.

Wishing you all the best for the future.

Regards,

Zorica Lajic

18th September 2008

Dear Danny,

Just a short letter to thank you, Joseph and the team at Hudson Bond for selling our home. We were most impressed by your level of honesty and integrity and your

communicating frequently with us keeping us abreast of the latest developments regarding any interest in our property.

We appreciate your help and advice not only in selling our property but in looking for a new one not in your area.

We highly recommend you and the team at Hudson Bond to other prospective vendors or buyers.

Sincerely

Colin & Marilyn Zetzer

13 Tidcombe Crescent

Doncaster East

15th September 2008

Danny,

I would again like to thank Danny Demir for his genuine courteous manners and encouragement in the sale of my home of 38 years. I don't think I could have gone ahead with the sale without his support.

Barbara Love was also very understanding and efficient as were Joseph and Steve.

I will recommend Hudson Bond (already have) to any friends or family intending to purchase or sell a property.

Congratulations Paul Kounnas on your choice of sales consultants. Thank you for your gifts to me and for the donation to the Templestowe Bowling Club.

Regards,

Beryl Jones

15th September 2008

Dear Paul,

Thank-you for your letter dated 21 August 2008 in relation to a purchase enquiry for our house in Rathmullen Quadrant, Doncaster.

At the present moment we appreciate your notification of interest in the purchase of our property however we are very comfortable with our residence and we currently have no intention to sell the property in the near future. Please be assured that at the time where we intend to make the move to downsize we will be in contact with your firm for assistance.

I would also like to take this opportunity to express our appreciation for the exemplary service provided by Hudson Bond in the sale of our investment property in Corella Street, Doncaster earlier this year. We must especially praise the efforts and the service of Steve Lazaridis whose conduct was most efficient and professional in the sale of the property. Steve's advice in relation to timing of sale has been proven to be fortuitous for us in that we believe we received the best price available in the market in recent times. The sale process was well managed and was completely hassle free experience on our behalf and we were extremely pleased with the outcome.

Once again I thank-you for your interest in locating a buyer for our property in Doncaster and further for the service provided by your firm in the recent sale of our investment property.

Sincerely,

Boris Klaric.

15th September 2008

Stuart,

I would like to thank Stuart Cooper for the wonderful job he did in getting us a great price for our home in an extremely volatile market and within such a short time span.

There were many times when Stuart showed patience and tolerance during negotiations with my husband that would have sent a lesser person running for cover.

However he hung in there, and always with a smile.

Thanks again Stuart for all you achieved on our behalf, the end result was amazing!

Regards, Jillian Slade

12th September 2008

Steve,

This is my first experience with Hudson Bond Real Estate as a property seller and I'm very glad that I have chosen them. Especially through the tough time in property in Australia. They have proven themselves with my property result in 27 Katrina Street, Doncaster.

It was amazing how quick Hudson Bond put a result on the table which other agent couldn't do in 5 months and paid for advertising costs.

Lot of praise for Mr Steve Lazaridis who was always in contact and gave good customer service. He has presented the company Hudson Bond in a very professional way.

Thanks

Regards for Hudson Bond Real team.

Jagjit Kahlon.

1st September 2008

Barbara,

After making the decision to sell our home and move to the country, we engaged Barbara Love to sell our property.

Being very impatient, we put Barbara under some undue pressure. Barbara came through with flying colours, as settlement was reached within a month.

We are extremely pleased with all aspects of the Hudson Bond service that was provided. We would highly recommend Hudson Bond to anyone buying or selling a property.

Yours Sincerely,

Stan & Jill Peck

18th August 2008

I would just like to thank Stuart Cooper and the team at Hudson Bond Real Estate for selling my property in Lower Templestowe. Before engaging an agent I took the time to seek independent advice on who is the best Estate agent in the Manningham area. Having read the book Real Estate mistakes, I thought it important to choose the right agent from the outset.

I was recommended Hudson Bond Real Estate, and gave the home to them, to sell for me. I was delighted to see that they had buyers already available on their books who were ready to look at my property and more importantly they were buyers who were prepared to buy it immediately if the house suited. The entire sale process was done in a matter of a few weeks and the buyer was located with out the need for an advertising budget.

I was kept in regular communication on how the sale of the home was going and was pleased to sell the house when so many other homes appeared to be failing at auction and spending months on the market with no result.

I appreciated the effort that Stuart and the team at Hudson Bond put in to the sale of my house and would recommend if you were thinking of selling then Hudson Bond would be the best agent for you too.

Warwick Hall

22nd August 2008

Dear Stuart from Hudson Bond,

I and my wife are just writing this letter to thank Stuart for his great help on our settlement. It only takes three weeks for us to find the ideal house, not only the one simply for living but the one we really like and enjoy. It exactly matches all our requirements before searching, such as high side position, less garden works, good quality and so on.

During this period, Stuart really showed his courtesy and honesty. The most important thing we think much about is he really wants to sit down and listen to us on what sort of houses we really like. That is why it is that sooner for us to make the decision for the house he recommended in our third meeting.

Stuart has done a really good job not only before our settlement but also after that. We have got many good advice and help from him on house purchase and others in relation. Once again, I and my wife would like to take this chance wish Hudson Bond and Stuart all the best.

Robin & Ginger

Contact number can be derived from Stuart.

1st July 2008

Dear Barbara,

I am 86 years old and I have been widowed for almost two years and am still grieving from my loss but I know I need to get on with my life. I have no family to talk to – I decided to do something about my feelings of hopelessness – I very fortunately have now met a dear and loving friend named Marie who has changed my life.

We made a decision to start anew and sell my present home and this is how I came about to meet an extraordinary lady called Barbara Love representing Hudson Bond Real Estate who has worked tirelessly in helping me firstly sell my house and then finding me another one.

Barbara and I know from the start that my need was to have someone to look after me and guide me in the right direction. Barbara was very patient and a good listener – on our very first meeting at my house we spent hours over several cups of tea discussing how I should go about this very difficult situation both financially and personally.

It was very evident to me this lady was trustworthy and I felt Barbara was the right person to help me and guide me in the right path and decision to sell or not. I felt very comfortable with Barbara’s advice and decided to put my “life” in her hands – Barbara left after this long session and I decided to sell my house through Hudson Bond Real Estate.

The decision led to a long list of ideas and a thorough backing by members of Hudson Bond staff. Barbara advised me not to accept any offers from others without consulting her as she would decide what would be in the best interest for me. After several weeks and lots of cups of tea Barbara called in one evening and with great excitement informed me she had a good offer for us to sell – buy another house and come out of it with some extra money to help Marie & I start a new life.

The sale went through and Barbara proved to be a friend by helping us with deciding on the right house and price. This was not enough for her as she also helped us find a gardener and a cleaner to present the house in good condition. Barbara even helped by working in with our solicitor – she has proven not only to be the perfect sales person for Hudson Bond but she has proven herself to be a True Friend and you are lucky to have such a committed lady representing you.

Barbara does not take all the credit for this sale but has said your company will only have staffs that abide by your high standards of dedication to your customers. We thank you for having such a staff member – like Barbara – and can’t thank her enough for her total commitment.

Eric Oliver

29th May 2008

Dear John,

We would like to thank the Hudson Bond team for their professional approach to the sale of our home.

Our first contact with John Kendirian, we were impressed by his approach and the more we talked, the more we trusted his judgement.

We had contact with few of the agents at Hudson Bond during the process of selling our home and felt very comfortable with them all.

Danny Demir managed to sell our property and we are very grateful for his ability in doing so.

Finally we would highly recommend the whole team at Hudson Bond.

Our thanks especially to John & Danny

Lyndon & Dianne Wild.

13 Sandhurst Avenue, Doncaster

6th June 2008

We would like to thank Hudson Bond and staff and in particular, liaison Stuart Cooper and sales person Steve Lazaridis, for selling our house in what became an increasingly difficult economic environment.

Circumstances conspired against a quick and easy sale.

These problems were outside the control of agent, buyers and sellers, and included rising interest rates, a falling stock market which dampened prospects and limited numbers of potential buyers.

Despite these difficulties and a subsequent value over assessment Hudson Bond liaison Stuart Cooper proved a personable, diligent and steadfast representative.

Always optimistic he consulted us regularly and kept us inform with frank and honest appraisal, without humbling, which can be in failing with sales people.

Taking a wider view the Hudson Bond staff were a studious and professional in their approach and gave fair and honest assessments after each visit of prospective buyers, my wife and I appreciate there curtesy and consideration.

Many thanks,

John Harding

27th May 2008

To whom it may concern,

During a quiet stressful time of house hunting, we recently had the pleasure of meeting and dealing with Stuart Cooper, He was very helpful and honest during this time.

Stuart showed great compassion and patience, he was available at all times and frequently called to keep us informed of any developments.

In an industry which is very competitive and to put it bluntly (dog eat dog), Stuart is one of a kind, he is a man of great dignity who puts himself out to service his clients. Stuart made our experience a lot less stressful and I have no hesitation in recommending Stuart Cooper in selling your house or helping you find your new home.

Regards Nick and Lisa Vlahos.

27th May 2008

"Hudson Bond Real Estate"

Director - Mr Paul Kounnas

Firstly we wish to congratulate your Agency on selling our home in such a short time.

We thank you for the lovely flowers and chocolates and the introduction to your staff. What a refreshing way to do business.

We wish to thank Russell Taylor for selling our home. The first time we met Russell I reiterated to Stuart, what a gentleman he was and seemingly very kind.

Now for Stuart Cooper. The representative for your agency. What a Delight! Open, friendly, very impartial and informative. Stuart gave the whole family so much of his precious time.

We would not hesitate in recommending your agency to anyone in the near future.

Sincerely,

Ken & Mavis Goltz
26 Lynne Street,
Donvale VIC 3111

27th May 2008

Dear Hudson Bond Real Estate,

Paul Kounnas and his team have provided an excellent service. His honest and open approach was refreshing and provided us with the utmost comfort that the process was being looked after by a professional team.

Once the team was introduced to the property the work-rate and turnaround was blindingly fast with results that exceeded our expectations. We would have no hesitation in recommending Paul and his team to the other sellers.

Rob and Ruth Smart – 6 Valerie Street Templestowe Lower, Victoria.

09-05-08

To Stuart,

My wife and I were very happy the way Stuart & co went about selling our house although it took almost 4 months

that was partly our fault as having the price too high to start with, as we were told by Stuart. Once the price was at market value it was sold in couple weeks.

We will also like to thank Stuart and Hudson Bond for all the work and long hours you put in so that we can purchase the house.

Mr & Mrs Tiras

1/28 Talford Street, Doncaster East

24.04.08

166/100 Janefield Dr

Bundoora

To Hudson Bond,

We would like to thank your company for the successful sale of our home.

In Particular Barbara Love who was there in much kindness and understanding as we were selling our home over the Christmas period we feel Barbara went "Beyond the call of duty" to achieve a good result in record time relieving us of the stress related to selling a property.

We wish to sincerely thank Barbara for all that she did for us even to a follow up call to see how we had settled into our new home.

With caring agents like Barbara your business will go far.

Thanking you once again,

Elaine + Ray Kilner

18.04.08

To Paul Kounnas,

Hudson Bond - "Honesty is still alive and well";

Paul together with your team you were wonderful, Thank you.

You were honest, straight and not pushy. I felt together with my wife that the sale was handled in a great, professional manner.

Unlike other agents, who all wanted to auction, you suggested a private sale. You did say that in general properties are sold within 2 weeks. I was not convinced but you proved me wrong. Within 10 days you had a buyer and a price that I was happy with in this uncertain climate.

All I can say is "BRAVO" and well done.

Very highly recommended to any future prospects.

Andrew Georgiou

20.12.07

To whom it may concern, I have recently sold a property in Mitcham through Stuart Cooper and the crew at Hudson Bond.

Not only did I know exactly what costs I was up for before I started, but the property was sold as quick as a flash. In fact 3 hours after I handed in the section 32 certificate. Either I'm slack or they're fast. As a nice bonus, it actually sold for more than the asking price. Well done Stuart.

Con Drudy.

Hudson Bond,

What a company! From the get go we felt comfortable and relaxed. We think that had a lot to do with our sales agent John Kendirian. He was friendly and honest and didn't give us false expectations in terms of pricing our property. He did offer us a price guarantee though, which at first we were sceptical of, but as it turned out, we needn't of been.

John was right, he got us the price we wanted and more. We are still in shock at the price we received for our property and also how quickly it was sold. Within 3 weeks, and with only 5 inspections from prospective buyers, we had a SOLD sticker on the board. We cannot thank Hudson Bond enough for making this experience a pleasurable one. We also received loads of goodies like chocolates and flowers which was wonderful and very unexpected.

To John,

We say thankyou so much for everything. Your level of customer service was exceptional and refreshing. Your honesty and friendliness was second to none. We greatly appreciate your help in selling our property and we feel honoured that were part of it. There aren't enough words to express how happy we are that we chose you as our sales agent and we would not hesitate to recommend you to anyone thinking of selling. What can I say john, you're a true professional! Thankyou once again, and happy selling for the future. John, you're a star! You were our knight in shining armour and we cannot thankyou once again!

Love from George & Georgia Panagiotidis
Doncaster

22.11.07

Dear Steve,

My expectations of a real estate agent were surprisingly exceeded from right at the beginning to the end, due to the high professional standard the sale of my property was conducted.

The feedback and communication I received during the whole time was assuring and comforting, which confirmed I made the right choice in choosing Steve Lazaridis and Hudson Bond.

Yours Sincerely,

Sheryl Sturdy

42 Board Street, Doncaster 3108

16 October 2007

Mr Paul Kounnas

Hudson Bond

Re: Sale of property – 42 Board Street

Dear Paul,

We write to express our thanks for the highly professional approach displayed by you, your representative, Ninik Hermawan and the rest of your "behind the scene" staff in selling our house.

As you were aware, we were somewhat concerned and apprehensive at leaving our home after 28 years: your approach and that of our staff helped allay our concerns.

Edith and I would be only too happy to recommend your company to any prospective sellers.

Once again, please accept our compliments to you and your staff.

With warmest regards,

Basil and Edith Ornellas

7.10.07

Dear John,

We would highly commend John Kendirian and the team at Hudson Bond for their efficient sale of our property.

Staff were always friendly, professional and courteous and we particularly appreciated being regularly informed about proceedings.

The final sale price for our property was extremely pleasing and coupled with the fact that the sale was completed within a few days is testament to Hudson Bond's marketing philosophy.

We would strongly recommend Hudson Bond to any potential sellers of property in the Manningham locality.

Ray & Dale Howe.

Ambrose St, Doncaster

Sept. 13th 2007

Re: 1/10 Norman Street, Doncaster East

Dear Sir,

Annie and I have been very impressed with the "team approach" that Hudson Bond Real Estate used in the marketing and promotion (and sale!) of our property.

In our case, Danny Demir was the team leader and he was very diligent in all his efforts on our behalf. In most cases we were adequately advised when any private inspections were to be conducted. We understand that Danny had given each consultant a thorough run down of the benefits of our property to be used in promoting it to their prospective purchasers.

All of Hudson Bond's consultants with whom we came in contact were both friendly and professional, and they all present very well.

It is not very often that friendships are made during short term professional relationships, but we feel that with Danny Demir this has happened with us... and that made the selling of our home just so much easier than we had expected.

Thank you Hudson Bond, thank you team, thank you Danny!

Yours sincerely,

Annie and Bruce Stevens

17th August 2007

To: The nice people

Rick Richmond once again, however, this time without a house.

I wish to take the opportunity to extend my sincere thanks

to you all for your efforts, courtesy and good will offered to me in the process of the sale of my property with such enormous results.

I would like to give special thanks to a certain little lady, Ninik who never gave up trying, an excellent representative for a fine company.

Should the opportunity arise, Hudson Bond will not be forgotten.

Kindest Regards,

Rick Richmond
Rosebank Tce, Lower Templestowe

June 2007

Dear John,

What a fantastic result! Thank you for all your hard work in the sale of our parent's house. We can't believe we sold it for \$7,500 more than the asking price. The neighbours couldn't believe it either given that the house was quite old and needed renovating.

Once again you have been very professional at all times and delivered what you promised. We were happy to deal with you again and would not hesitate to refer friends and family to you and the Hudson Bond team.

Thank you once again.

Yours truly,

Cinzia Sakellaris & Alberto Marcelletti
Bulleen

26 Jun. 07

Templestowe

Victoria 3106

Dear Barbara,

Thank you for the skill and dedication you demonstrated in your successful efforts to sell our house.

Another local agent failed to find a buyer. Even though we had given them a generous extension of time, so we made the move to Hudson Bond.

It proved to be a good move.

The more competent attitude of the Hudson Bond team was immediately apparent, and as time went by it was pleasing to us that you did not share the only sales strategy of the previous Agent, which was, "Drop the Price".

As a professional team you know that successful selling is dependent on finding the right buyer, and you did just that.

So now we are heading north with a song in our hearts, cash in the bank and a feeling of gratitude to you and the other team members for a good job well done.

Yours faithfully,

Valerie and Graham Lawrence.

21 Jun. 07
86 Wilsons Road
Doncaster 3108
RE: Hudson Bond Real Estate Ltd.

We recently sold our home through Hudson Bond Real Estate and were very pleased with the professional and courteous manner in which they handled all aspects of the sale.

We would also like to express our thanks to Joseph Yap. Joseph's conduct throughout the sales process was always professional, courteous and efficient, a delight to deal with.

It is without hesitations that we would recommend Hudson Bond Real Estate to anyone wishing to sell their home.

Yours sincerely,

Margaret and Des Leitch.

7th May 2007

Dear Danny,

We were impressed with the service provided by Hudson Bond and the way the business operates.

We were happy to know that all agents at Hudson Bond were working to sell our property in a timely and efficient manner.

Furthermore, we felt secure with how our property was advertised and the way Hudson Bond ensured that our property was not 'over exposed' to the market.

We liked the fact that only serious buyers looking for a home were taken for an inspection rather than Hudson Bond employing open inspections.

Overall we experienced good service, a fast sale (less than 1 week) and we received a price for our property which exceeded our expectations.

We commend Danny and the team at Hudson Bond and we would not hesitate to sell again with Hudson Bond.

Thanks,

Charles & Frances Azzopardi

12/51-55 Leslie St, Donvale

21st April 2007

Dear Steve,

I would like to thank you for all your time and effort that you extended to me in the sale of my home. It was gratifying to find someone who was not only interested in selling a home but also the needs of the clients during that specific time. For my family it was a trying time not only because of trying to keep a house spotless during this time, nothing out of place, but also due to shift work and other various problems that arise in families. You went out of your way to try to work around us, so things were easier and I appreciate this greatly. I found you to be outstandingly professional in carrying out your job and your down to earth attitude was a breath of fresh air.

Prior to your company taking on the sale of my home I had it listed with another real estate agent. Their attitude was some what less desirable. They would not turn up to house openings that they had arranged and did not ring me to let me know they were not coming until after the event. At one house opening they turned up over an hour and a half late and I had to show people around the house myself. Another time their agent fell asleep on my couch during an opening. Incredible isn't it.

On the sale of my former home, another agent rather high profile agency that supports a bear totally ignored the fact that I was the owner of the house they were selling. They advertised it for over \$200,000 less than I wanted for it in the newspaper. They brought hundreds of people through my home, which I might add, had been newly painted throughout, as well as all the carpet removed and a glass mirror finished Tasmania Oak floor which had been not long finished, only for me to find finger prints all over the walls newly painted doors scratched and marks in parts of the floor from shoes. When I questioned them as to these people having the money I wanted for the house as I would prefer a hand full of genuine buyers to hundreds of nosey busy bodies, they said trust us we know what we are doing, look at all the interest. Yes well the only interest I saw was an auction with lots of buyers all in the wrong price range. Then they had the nerve to try and pressure me into selling. The only thing they were interested in were their stats.

So you can see I haven't a really good impression of Real Estate Agents, and it was so relieving to find one(yourself) who not only actually cared for a change but was realistic, down to earth and honest.

I have no reservations in recommending you to anyone who wishes to sell their home; they could not be in better hands.

Yours Sincerely

Sandra Howard

Templestowe

15th April 2007

Dear John,

We would like to thank you and your team for your professionalism, courtesy, devotion and tenacity.

Even though selling our house took longer than expected, your team made us feel that you were always with us, even through our own periods of frustration and doubt.

John and Joseph, in particular, were unfailing in their efforts and we also greatly appreciated the wonderful support from Barbara and Steve.

We would also like to give special thanks to John and Steve for helping us get through the final building and pest inspections.

On a personal level everybody- without expectation- treated us like close friends and we believe the resulting atmosphere of trust and mutual understanding contributed greatly to the successful completion of the sale transaction of our house.

Mr & Mrs Szymczyk

Park Orchards

12th April 2007

I was referred to Danny Demir through a mutual friend. I had 3 other agents to give me an appraisal on my property. Danny's quote was above the other agents. I told him of the lower quotes and he explained how he came to the higher quote, which to me was a logical explanation.

I decided to allow Danny to market my property as I felt confident that he would try his utmost to obtain as close as possible to the higher price.

The agents that I dealt with from Hudson Bond were all professional, courteous and kept me informed after each inspection.

My property sold in approximately 10 days for a price that I was very happy with.

My experience in selling my home through Danny and Hudson Bond was most rewarding. When I am ready to buy another property I will definitely contact Danny and the team.

Marge Tann

Donvale

3rd April 2007

Dear Barbara

On behalf of Helen and myself I am writing to express our sincere thanks for the wonderful service you provided us personally in the recent sale of our townhouse.

The attention to detail that you gave us, the way in which you listened and understood our wishes about selling, and then bringing the right type of buyer to view the property, were all first class.

As you are aware the property sold within 2 days to the first person you brought along, and it really was due to your excellent efforts that this occurred.

Helen and I would have no hesitation in using Hudson Bond, and you directly,

Thanking you once again.

Yours sincerely,

Graeme Townsend

Doncaster

27th March 2007

Joseph was the best agent we have dealt with, he listened and acted on our instructions, if we said "No inspections" for a given period of time, we got no calls for inspections, a simple thing but amazingly difficult for most agents.

We did not require lots of feedback, we were not interested in every person's opinion of our property and Joseph understood this and was able to share with us what was important and no more.

Not only was Joseph an effective communicator, he was also a good negotiator. The negotiation process was quick, simple and very effective.

Joseph - We wish you every success.

Michael Storey

Templestowe

25th March 2007

Dear Joseph,

I am writing to thank you for your time and effort in helping us find the perfect first home.

We are also grateful that you understood our financial situation and that you did everything that you could to help us achieve the best possible outcome for the home we wanted.

We look forward to dealing with you in the future should any real estate business arise for us.

Thank you once again for your help.

Kind Regards,

Peng, Chan and Hieng

8th March 2007

Dear Joseph,

Our appreciation for your efficiency and expertise in the swift sale of our mother's property, together with your constant assistance and professional follow-up at all times.

Kind regards,

Annette, Geraldine & Michael Hoyle

Doncaster

16th February 2007

Dear Paul & Barbara,

We wish to thank both of you for the recent successful sale of our house. We were thinking about what it is that really made Hudson Bond achieve a result for us where others may clearly fail. The reasons are quite simple.

- Hudson Bond gave a clear written and guaranteed valuation on the property where all of the other agent's response to this aspect of the sale was vague. This is perhaps the first important step when selling.
- Paul did not ask for anything from us when listing the property. This signified servicing our needs was your priority. This avoided advertising budgets that merely promote the agents name and not your property.
- The agency is always open for enquiries. In fact during the Christmas - New Year period when all the other agents were closed Barbara was sitting in the office ready to field enquiries.
- The use of the internet without addresses is a key tool. This means that all interested parties must phone to enquire about the property and can be followed up rather than just "drive by" never to be seen again. This also improves security of your home.
- The fact that Hudson Bond only brought buyers to the house for inspections rather than having useless "open for inspections".
- Hudson Bond focused on buyers and did not waste time with expensive and ultimately useless "marketing campaigns".

For us it was reassuring to know that when a buyer was brought to our home the agent would deal with the one buyer at a time and if they were interested follow through until a conclusion is reached. The agents that use open for inspections as a means to sell houses are in a hurry to either answer their mobile phones or rush to the next open for inspection.

Barbara, your enthusiasm and understanding of the quality and value of our home was of course the ultimate reason for the successful sale. Your sincere approach when dealing with us demonstrated that buyers would feel happy, secure and confident to deal with you.

Following our experience with Hudson Bond we would have no hesitation in using your services again if we had to sell another house the area. In fact we do not know why anyone would bother to waste their time and money with other agents.

Kind Regards,

Basil & Miriam Port

Doncaster

21st December 2006

Dear John,

We would like to congratulate you and your team at Hudson Bond for getting us our dream price for our home.

When we were first referred to you and your company from our friend whom you sold their home in a short time, we dare not hoped for a similar outcome. We were pleasantly surprised to be offered our dream price by a genuine buyer in just two days. We were thrilled with the result. This is a testament to the dedication and effectiveness of you and the team at Hudson Bond.

Please thank all your colleagues, especially Joseph, Director Paul and all your most professional sales team in achieving a great outcome for us. We will certainly recommend Hudson Bond Real Estate to all our friends wishing to sell their homes.

Wish you and all at Hudson Bond a Very Merry Christmas and a most Happy New Year 2007.

Thanks and Regards,

Peter & Christie Koh

Doncaster East

Dear John,

It was a very lucky when I met you in your office at Hudson Bond in Doncaster. Your approach and your understanding of selling my home of 50 years was made so much easier for me. The time given and the considerations of my needs in regards to buyers coming through by appointment only, meant I knew what would be happening the next day so I could plan ahead. Thank you also for the feedback on each days results. I did not dream my home would sell so quickly but, then you as my agent (and friend) I could not go wrong. Thank you also, to the other members of the team. I would highly recommend you and Hudson Bond to everybody who is thinking of selling their property.

Thank you very much.

Sincerely,

Mrs Beverley Dyball

Hayville Village

Dear Paul,

We just wanted to thank you for your time and effort in helping us sell our home. This was our first home and we had no real experience with real estate agents. All we heard was the stories about the tricks they use, and how "you can't trust them". Thankfully you came to our rescue! You were open and clear about the entire process, and your estimate for our home matched our independent valuation. Your prices guarantee gave us confidence in you and your staff. Without advertising or open inspections, our house sold in just four days, and we were thrilled with the final price!

Thanks again,

Karen & Richard

7 November 2006

Dear Paul,

I wish to thank and congratulate you and your team for the way you were able to sell my home in just one month.

Special thanks to Barbara Love for the initial introduction to your firm, and then to John Kendirian for his effort in carrying out the actual sale.

It was a professional operation from the beginning and I'm very happy with the result.

Regards

Ron Jobe

Templestowe

5th July 2006

We have bought and sold with Hudson Bond in the past and got fantastic outcomes, and have dealt with Joseph the whole way. It all happened so fast, we still can't believe it, but with your help we got the outcome we wanted.

Joseph is great, he listened to what we wanted and advised us as to what was best.

We agree with the 'No Sale - No Charge' approach because people can't afford to get bad outcomes with their homes and then have to pay for it.

In the feedback we were given everything was explained step by step and we were informed of everything.

Your commitment is what every home buyer/seller wants - Thank You! We will be recommending you to everyone; we want them to be as happy with their sale or buy as we are!

THANK YOU!!

Your friends,

Omar & Mercedes Bresolin

Bulleen

21st June 2006

Joseph and the team were professional, efficient and proactive in selling our home. We had 4 good offers in 4 days. We were extremely happy with the result. We chose Hudson Bond because the method of sale used achieves a better result and the communication between the agents and ourselves was excellent.

We would recommend Hudson Bond to anyone considering selling their home.

Susan & Stuart Dorrington

Doncaster East

21st February 2006

Joshua and Bryna Kramersh congratulate you and your team on the sale of our house.

We appreciate your dedication and service at all times.

Thanking you sincerely,

Bryna & Joshua Kramersh

Doncaster East

Dear Danny,

May we take this opportunity to express our thanks and gratitude for the professional and honest manner in which you handled our recent sale.

After interviewing several agents, you were by far the stand out candidate.

Karen and I respect your integrity, professionalism, fairness, determination and down to earth approach and advice you have given to us.

Your approach to real estate is honest and practical and achieves fantastic results for all concerned.

We unconditionally recommend your services to anyone thinking of selling their property and are happy to speak to any potential clients, who would like a reference.

Sincerely

Jimmy & Karen Karagiannis

10 Falcon Court

Doncaster East

Dearest Danny,

Dom and I thank you for your input in the purchase of our new home. We loved your approach, your decisiveness, professionalism and most of all your warm nature and real desire to want to see the best outcome on both sides. Thanks so much,

Kind regards,

Veronica Strangio & Family

Dear Danny

Thank you for your assistance in the sale of my parents unit in Doncaster. I appreciated the honesty and informed communication during the sale, keeping me updated constantly.

For your professionalism and for achieving our expected price, thankyou Danny.

Sincerely

Ian Hodge

3rd December 2006

To John,

We interviewed 3 different agents, but we decided on Hudson Bond due to low key marketing strategy, that is not costly, but effective. We were indicated that the average sale takes 49 days. Ours went in 14 days and we were happy with the outcome.

Phil & Erika Filipcic

1st November 2006

Dear Steve,

You knocked one day on our door and approached us to see if we were thinking of selling. It was some time before we were going to sell but because we felt comfortable with you we began the process early.

You brought 5 buyers through our home and you found the one that really loved it. You negotiated back and forth with the buyer and then the property was sold.

Thankyou Steve for a stress free, no pressure experience.

All the best,

Giuseppe & Maria Migliorisi

Bulleen

6th December 2005

Dear Joseph,

Thank you so much for your help, you made selling our house easy.

Your approach was very professional and you were able to get a high price for our house. My family and I would like to thank you for your professionalism and look forward to doing business in the future.

I will be highly recommending you and your company to any person who has need of a real estate company.

Once again, thank you for your honesty and professionalism.

Kind regards,

Michael & Refie Oxha

30 August 2005

Dear Paul,

I would like to thank you for your dedicated effort involved with the sale of my Park Orchards home. Whilst it was a very difficult decision for me to sell, your thoughtful demeanour and considerate approach ensured a seamless and faultless transaction.

As you well know, my property is very unique and finding an appropriate buyer was inevitably going to be an arduous task. Nevertheless, your professional manner and diligence, together with that of your staff, ensured that a suitable buyer was found and a contract promptly secured. You all managed to keep me updated every step of the way to ease my anxiety.

I found your customer service skills incomparable to my other agent experiences, and would recommend your services to prospective buyers without hesitation. I wish you all the best in the future.

Yours sincerely,

Colleen Santana

6th August 2005

In year 2000, because we bought a house in Templestowe through Hudson Bond, and we felt that the sales person names Joseph Yap, was very helpful and very patient in helping us to purchase the house.

As a result we asked Hudson Bond for their assistance in selling our house in Doncaster East. We felt that the sales people there were very enthusiastic about marketing our property and achieving a good result.

This year, 2005, when we were thinking of selling our investment property in Doncaster, the first thing we did was call Joseph Yap, who helped us again. Admittedly, Joseph Yap and the company put extra effort in marketing and finding the buyer for the property. I would highly recommend Hudson Bond in buying or selling property.

Margaret Tsai

Doncaster

18 June 2005

Dear Steve,

We are writing to thank the team at Hudson Bond for the successful sale of our home. In particular, Steve our listing agent and Joseph our selling agent.

In a short three week period, our home was sold. Joseph successfully found the right buyers for our home and he made the sale process very easy.

During the sale campaign, Steve provided us with valuable feedback of each inspection, and was involved every step of the way until the property was sold. We would also like to give a special thanks to Amy and John.

We would highly recommend the Hudson Bond team to anyone considering buying or selling their home.

Yours sincerely

Dennis & Angela Koutsoukos

Doncaster

6 May 2005

We really appreciated the fact that Danny did not put any undue pressure on us. He listened to us when we said we didn't like to be pressured. We believe Danny was an excellent negotiator on our behalf and got us a price we were happy with. We were also happy with the many inspections which took place during the 2-3 weeks since our property was listed with Hudson Bond.e

We were very comfortable with Danny because we felt he was genuine in his dealings with us.e

Thank you for selling our house so quickly. We will not hesitate to recommend Hudson Bond to our family and friends.e

Teck & Susan Lee

Doncaster East