



TESTIMONIAL



Daceyville 8 Bunnerong Road
Simon and Kate Whiteley | SOLD \$1,550,000

“Some chance encounters are certainly more fruitful than others!”

In my recent search for a rental I came across Hugo and Lu of Etch Real Estate. Their company’s marketing caught my attention and really stood out from the multitude of listings in the Eastern Suburbs. While their rental listing was not ideal for my needs, I was impressed with the follow up and communication from Hugo throughout my engagement as a prospective tenant.

On one occasion, Hugo phoned to discuss the first Open House at the rental I’d enquired on. Not only had the home rented on the first Open, but he was keen to inform me that they’d been able to secure a tenant at 12% above the asking rental.

I found Hugo to be sincere, honest and hard working. Throughout his engagement he was always keen to understand my future needs so he could serve me best. Upon learning that I was about to list my house for sale he asked if there was still room to open a discussion for Etch to get involved, at which I said there was.

Not only did he prove to be proactive, but he arrived on his motorbike at my home that same afternoon and pitched his company's services most eloquently to me and my wife.

We were deliberating about using a more well-known local agent, or Etch, and after meeting Hugo, and subsequently his wife Lu, we felt we would be best served by Etch Real Estate.

They promised us the same care that they give their \$8,000,000 sales, and I must admit we received nothing short of that throughout our engagement with Etch and their entire team.



From the outset they guided us with decluttering techniques, cleaning, styling and their marketing strategy ahead. Their direction leading up to the launch date was exceptional on each occasion and they had a barrage of resources at their disposal to walk us through each of our queries and get us through each step.

When it came time to launch we had a strong understanding of what to expect and how they were to run the campaign. The day before the first public open Etch approached us about conducting a private showing for a family which were highly qualified from their database.



“That day was a bit of a blur, however, Hugo and Lu updated us regularly.”

They took the one family that had strong interest and added two more into the mix. The private showing had their entire focus and they dwelled at the home with the prospective families for several hours. Before the end of the showing Hugo and Lu had drawn out an offer from one of the families which had attended and told us to expect more.

Over the coming hours, Hugo outlined the overall quality of each buyer to us and their ability to purchase our home. He and Lu were very precise in how they would deal with each buyer and either lead them towards a purchase or steer us towards a Saturday open. With a recent local sale setting the bar high we all knew what it would take for us to cancel the first Public Open planned for Saturday. Not only did Etch exceed that goal but they blew right passed it by close of business on Friday!



“We are ecstatic with the result and can’t recommend Etch highly enough!”

If you’re looking to maximise your sale price. We felt like they fought tooth and nail to over-deliver on each promise and bring an incredible result. I really think their boutique approach is well worth the trust we put into Etch!

We can’t be thankful enough for their guidance and grateful enough for the outstanding result!

DACEYVILLE 8 BUNNERONG ROAD.
SIMON & KATE WHITELEY | SOLD \$ 1,570,000

etch



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