



TESTIMONIAL



clontarf 15 MONASH CRESCENT
Joanna Vacopoulou | SOLD \$8,500,000

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Making the decision to sell our family home was significant and a decision I took very seriously. We’d raised three children on the sands of Clontarf Beach and had nothing but the most wonderful memories of our time there. The decision to sell was triggered by the loss of my husband, the wonderful man who’d built a successful real estate agency himself and who created a beautiful family home.

Hugo and Lu were not front of mind when it came to selling. I first turned to more well known names in the area, and while these agencies both performed to their best abilities I felt a little underwhelmed with the results they were bringing. Ironically it

wasn't me that found Etch Real Estate, it was them that found me. Hugo and Luljeta were delivering pamphlets and as they approached I happened to be watering my front garden, a pass time I often enjoy.

As they approached I was impressed by their appearance and yet intrigued as they didn't come across as other real estate agents in the area. Lu is so pretty and I thought perhaps she was in fashion or the hair industry. As she explained that they were a husband and wife team, and they were leaving pamphlets in the local area to help grow their local presence, I couldn't help but be reminded of how my husband and I had built our realestate business all those years ago. I told them that I'd been exploring the sale of my home off market with two other agencies but wasn't ready to market the home.



They politely left that day and asked me to reach out if I ever wanted their assistance. I'm glad I did reach out and the rest as they say is history. Hugo and Lu brought an incredible sense of passion, care and most importantly they were very results driven. Within weeks I had offers and when we decided as a group to take the home to market they had my home SOLD within 10-days at an incredible \$8,500,000 and a Street record.



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I’ve now welcomed Hugo and Lu into my family and can report that I consider them to be friends. Their level of dedication to selling my home and their care for my feelings throughout the process has to be nothing short of unique in the industry.

If you’ve lost faith in the mainstream real estate agencies and are looking for a more boutique experience then reach out to Etch Real Estate. You won’t be disappointed.”

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