

Dear Halina and John,

We are taking the time to write to you to thank you so very much for selling our property recently and achieving a price that was above QV.

Being long-term property investors, we have bought and sold many properties over more than 30 years, and have had experience with real estate agents on many occasions. Our experiences, in general, led us to make the decision last year to sell one of our houses privately. We were successful in selling that property (also at a price well above QV) and were well down the track of selling another property when we decided, due to time pressure, to instead sell it through a real estate agent.

It was at about this time that we first met you - when we bought another property that you were the agent for late last year. It was through that interaction that it became a no-brainer for us to ask you to sell one that 2nd property that we were in the process of selling ourselves.

Your honesty, communication, responsiveness, market knowledge, patience, successful track-record, and general all-round professionalism that was clearly evident during that purchase process made the decision to employ your services to sell our property very very easy.

Right from the start, you both listened to our outline of expectations, and we know from your responses and questions that you had actually heard and understood them, rather than paying lip-service to them, like many do.

Your communication skills are second-to-none and every email, report, phone call and personal interaction has been amongst the best that we have experienced. Your communication, humour, and patience throughout the 'interesting' due diligence process was outstanding.

Your understanding of the rental investment market is excellent, which we know can only really come through having rental investment properties yourselves. The property you just sold for us had many permutations for a potential investor. We know that you presented the most relevant option(s) to each investor based on their specific requirements so that our property could be viewed from each buyer's unique perspective. In the process, you found the right buyer and one that we know will enjoy the returns from this property for many years to come.

Things that matter, and things that are valued, can be quite different. The \$ result is what matters most, it seems, to most people – and the \$ result you achieved for us was fantastic. What we will remember most though, is how those results were achieved and that is what we valued most about our experiences with you. Janet and I have already begun recommending you to all of our friends...and anyone else within hearing distance 😊

Paige and Janet Carlyle

Hi Halina,

Reference below:

Having sold and bought houses with Halina, I always find that she is professional, personable and has excellent communication. With my recent sale I felt that nothing was too much trouble for Halina or John, and always received excellent advice and guidance. Halina seems to have an instinctive feel for what buyers want to see and which buyers are serious, this is a massive help when trying to make a sale!

Would I ask Halina to sell my next house? Of course, I wouldn't trust anyone else!

Wendy

Hi Halina,

We just want to say a big thank you to you and to John, for the care and effort you put in throughout the process of selling our house. Being absentee vendors, we were especially grateful for the extra help you gave us. We really felt that the property was in good hands and that we didn't have to worry about anything. You looked after everything 100% , kept us really up to date at every step, and were always there to answer a call, no matter when! It is obvious that both you and John are very experienced. That knowledge certainly shone through and we would be very happy to recommend you to anyone thinking about selling their property.

Outstanding service and thanks for everything!

Devon & Maryanne

Dear Halina,

I just wanted to say you and John were fantastic to deal with!

We liked your approach when we bought our house through you, so were happy to engage you to sell our house. And boy we are very thankful that we did! You made the whole process effortless, your enthusiasm and constant updates made us feel we were with the right agent, and the price you secured was much more than we would have anticipated. We were amazed that we were able to achieve such a good price in such a short time frame especially considering our RV was low. We would be happy to refer you onto anyone who is selling. You both were great! Thanks very much.!

Nicky Willis

Good morning Halina

This is to thank you and John for everything while selling our home. You both were fantastic from the moment we decided to sell right through to the sale.

Your accommodating and helpful manner was both reassuring and put both Jack and myself at ease.

Even when we (the royal we), were up against some weird and stress worthy moments, Jack and I always trusted that you were looking after our interests.

I cannot say enough on how happy and satisfied with the whole process we are.

We will both miss the daily chats.

Happy and sad at the same time that it over. You two are the best.

Thank you, thank you and thank you 😊

Pepe and Jackie Ikenasio 🕶️

Dearest Halina and John,

I finally (finally!) got round this evening to writing you a commendation for your wonderful work on selling 160 Pembroke Road. I am so sorry that it took me so long to do this. It wasn't something I felt that I could quickly pen out in a few minutes - I wanted to do you proper justice. Perhaps a shorter piece sent in a more timely fashion would have been more useful to you - but hopefully the attached gives you some appreciation of our thanks to you for an absolutely amazing job done. Please extract excerpts as you see fit.

We SO enjoyed interacting with you during the marketing and sale of Pembroke road and really look forward to a similar interaction in the near (or at least not so far away) future for Northland Road. We will definitely be using your services again when we put our place on the market.

I will call you to discuss our plans shortly - I think we are most definitely going to rent out in the first instance (I have too much work on and am struggling still with head injury recovery (continued headaches and neck pain) to market the property at the moment). It will be a matter of deciding when we put it on the market once we have moved and we may need to live up the coast for a while before we know when that might be.

Once again, thank you both so much for the wonderful journey you took us on! It has been such a pleasure interacting with you and getting to know you. Thank you for the wisdom you imparted on the way - we learnt so much from you both. It was an amazing experience.

I will be recommending you to anyone we know who is wanting to buy or sell a house!

Kindest regards,

Sarah.

Dr Sarah Bury

Marine Ecologist

Manager – Ecological Stable Isotope Laboratory

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enhancing the benefits of
New Zealand's natural resources



TO WHOM IT MAY CONCERN

We have been living overseas for the last few months and decided to sell our home in Wellington. Halina was recommended to us by our Property Manager and conducted the sale while we were still out of the country.

Our first communication was by Skype while she was on holiday overseas. We were impressed that she returned our call so quickly and while still on holiday.

All our discussions were either by Skype or phone and worked really well. Halina was true to her word in that she communicated frankly and openly with us on a regular basis which gave us the confidence that our interests were being well looked after. Reports of viewings were provided frequently. The marketing of our property - photographs, advertising and website entries - was efficiently arranged by Halina with minimal input from us.

We were very happy with the outcome as the house sold in just over a month from the beginning of the sale process.

We would have no hesitation in recommending Halina whose professionalism and efficiency is most impressive.

Mike and Liz Wignall

Hi Halina

Kai and I would just like to take a moment to thank you for your help and understanding when dealing with this potentially stressful time for John. Please find below a brief reference as requested.

The family were thrilled and confident with the caring and professional manner in which Halina marketed our property. Her friendly advice was well justified and her careful management of the sales process ensured a stress free and quick sale. Halina was readily accessible and well organised which made us feel supported every step of the way. We would not hesitate to recommend her as an agent. Thanks for a great result. The Elgar Family.

Hope this is helpful.

Kai and Rowena

Halina has great skills and knowledge regarding house selling, and alongside that she has the empathy and experience to manage all those trials and tribulations that come with that experience, those you expected and those you didn't. She uses both her strong capabilities as well as her connections with others with the necessary skills, that she has met and learned about along the way, to result in you essentially having taken on a team of experts to sell your house. I would definitely look to using her again to help me sell or purchase a home.

Tania

It has been a pleasure working with Halina to sell our house. Having not done this before, Halina explained and made it straight forward. No question I asked was too small. Throughout the whole process she consistently maintained the same level of enthusiasm, commitment and communication and achieved a good price. I would happily work with Halina on another occassion. It has been a pleasure.

Leigh

We were given Halina's name as someone to contact who could sell our multi-unit investment properties. We are so glad we called her. From the moment she and John arrived at our house, we knew we had found the agent who was going to work with us. Halina and John are straight up and down, no agent spiel, just down to earth and honest in their dealings. What you see is what you get. Halina and John were always on hand to answer our questions and kept us up to date throughout the entire process.

Halina maintained an excellent relationship with the tenants ensuring that they were not inconvenienced unduly. Open homes and inspections were conducted with minimal fuss. The end result was the sale of both properties at the price Halina had indicated they would sell at.

If you want to deal with real people who say what they mean and do what they say, then Halina and John are those people.

Brett & Julie

I met Halina when attending an open home she was running. She made me feel welcome straightaway as she was friendly and confident. It was these qualities that led me to believe I wanted to work with her when selling my own property. When we looked at possible methods for our house sale we spent some time looking at the tender process. My husband and I had different views on how to list, so we really welcomed Halinas support and knowledge. We agreed to go with tender and I am happy to say it was most definitely the best choice for us. We got a great price for our property and due to the process had a sale very quickly.

Throughout the tender process Halina kept us well informed, which must have been quite time consuming for her as she managed to get a very large number of possible buyers looking through the house.

I would highly recommend working with Halina because when selling your home you need to work with someone who is calm, knowledgeable and professional and she and her partner John display these qualities in abundance.

Take care

Rachel

"Halina Kuchciak was my agent for the recent sale of my house. Selling was a difficult time and I very much appreciated Halina's support and advice. I was also heartened by Halina's willingness to consider my suggestions, as a long-term owner, for the marketing of the house and its location. She was very willing to listen and discuss. I felt Halina's experience and knowledge was worth its weight in gold and has led the end result to be a great one! I am very happy with the price. Halina has been a real pleasure to deal with, both on a professional and on a personal level. I whole heartedly recommend using Halina and John."

Blyth

We sold our house with Halina and John. It was a very smooth process. Halina proposed a selling strategy that worked out perfectly. We were kept in touch throughout the sale and were given a full understanding about what we should (and shouldn't) do to support the attraction of potential purchasers. We had a lot of interest in the property, and the interest was converted into a large number of tenders. Halina and John work well as a team. Each played their different, but complementary, roles to get us the result that we wanted.

Cheers

Pat

Hi Halina,

No stress is Halina! She works in a speedy but effective manner to sell your house. Halina is quick to identify the special qualities that will sell your house. She then wraps these up in attractive marketing. I'm still amazed - I found the whole house selling process relatively pleasant and stress free.

Colleen Warin

Halina is a fantastic agent and I would highly recommend her to family and friends. She has her client's interest at heart, is proactive and offers sound advice which I was very thankful for on a number of occasions. She also managed interactions with our tenants successfully and kept us fully informed of progress with prospective buyers and any issues as they arose. Her calmness and experience really helped me through a stressful period. Thank you Halina – you got us the results we were looking for and a great price that we were really happy with 😊!

Tiffany

Halina sold us our family home in Hataitai 20 years ago and we really enjoyed working with her at the time. We were impressed with her integrity, professionalism and charm. She kept in touch with us all through the years with helpful market updates in the post and, at our request, occasional advice on aspects of our property. So when it came time to sell our home we immediately thought of asking Halina to be our agent. We knew that she was a top agent and were delighted when she agreed to act for us. The sale was probably a bit of a challenge as the house was a bit run down, heading for the sale in the middle of winter with the sun at its lowest and with just 2 weeks on the market possible. Throughout the process, however, Halina was an astute and extremely able and knowledgeable adviser - helping us how to best present the house, giving us the names of people to help us with cleaning and gardening and how to sell the property most effectively in the circumstances. We found Halina an excellent communicator, positive, fair, honest, straight dealing and always a pleasure to deal with. We could not believe the results she achieved for us! Halina marketed the property so well in the short time that the first open home attracted 80 people. In the 2 short weeks that the house was on the market we had 3 outstanding offers from buyers that were many tens of thousands of dollars more than we ever expected. We were absolutely thrilled with Halina's work and highly recommend her.

Bryan and Caroline

To whom it may concern

I wanted to write to show my appreciation of Halina and Johns efforts in selling my house.

I enjoyed working with you and was impressed by the professionalism with which you handled the sale of my house. I really appreciated the clear explanation of the options available to me and always being kept up to date with any developments.

I have no hesitation in recommending Halina to anyone considering selling their home.

Thanks again

Jurjen Geerts

Hi Halina

With the sale of my Campbell Street property nearing its completion, I wanted to take time out to thank you and John for the service you have provided.

We started by having all details arranged, prior to going onto the market, your advice and help was much appreciated, and I believe was crucial in arriving at the final outcome.

The last time I sold a house, regulations concerning such sales were a good deal less stringent, and without your knowledge and ethical approach to this work, I would have struggled.

You may be intrigued to note that my lawyer remarked on how competent you were – ability to leave well alone when required, but step in with help when it was needed.

We all know how important ‘word of mouth’ details are in this town, and I won’t hesitate to recommend you to all and sundry.

With best wishes,

Shirley

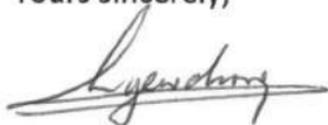
RE: Halina Kuchciak

My experience with Halina has been both as a buyer and a seller of a property. I purchased a property through Halina many years ago, and chose Halina to resell the same property again recently, because of her experience and ability. When preparing my property for sale, I found Halina's knowledge and guidance invaluable. With her advice, I was able to focus on making improvements to only those areas that would maximise value and interest from potential buyers. In so doing, I had managed to save considerable effort and cost.

During the sale process, Halina and her associate, John Reyna, showed great skill and commitment in dealing with questions from buyers. They ensured that buyer concerns were fully addressed and that there would be no impediments to a successful sale. In the end, the result that was achieved was beyond my highest expectations.

If you are considering the sale of a property, then I cannot recommend Halina more highly enough.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Patrick Shum', written over a horizontal line.

Patrick Shum

Dear Halina

We cannot thank you enough for your amazing professionalism and sales expertise when you sold our home last week! Wow - not only did you sell our home in just two weeks but at \$120K over GV - way beyond our wildest expectations in every way!

Both Grant and I really enjoyed working with you - from the moment we met you we knew you were passionate about and committed to selling our property. Your marketing and sales plan was very sound and we trusted your experience and judgment from the very beginning.

We chose you as our exclusive agent (and there was some very stiff competition vying for our property) because of your genuine and unreserved commitment to achieving the best possible result for us - and you did just that and more!!

We would highly recommend you to anyone wanting to sell their property as you made what can be a very stressful process relatively painless. We appreciated your honest and candid communication with us at all times and your total professionalism and attention to detail was outstanding.

I would be more than happy to provide verbal recommendations to any prospective vendors if requested.

Thank you so very much - you were amazing!!

Kind regards
Jo and Grant

Thanks for the lovely flowers. here is a reference from us;

We found Halina and John great to deal with. They had good, clear communication and were never pushy. Halina was great at keeping us in the loop with how things were progressing and John picked up an important error in our LIM report that we missed. We believe Halina's suggestions for our plan of sale and how to best market our property were vital in getting us the very quick sale we were after. Her advice also ensured our property was best positioned to get a price well over RV, we were very happy with the sale price and the process in general. Thanks Halina and John!

Halina and John successfully sold my apartment in Mt Cook in March 2013. I found dealing with Halina and John to be very straight forward, professional and personable. There were a few challenges that cropped up during the marketing of my apartment which were very much out of direct control of myself and Halina/John, however I was guided along the way and thankfully we managed to avoid any issues.

I was kept up to speed throughout the entire process and really appreciated Halina's positive attitude and quick response after open homes were held. Overall I found Halina to be very up front and honest about the market which put me at ease.

I will most certainly recommend Halina as an agent to friends and family in the future.

Thanks again Halina and John, I really appreciated dealing with you and so pleased I chose you to sell my apartment.

Kind Regards
Kathryn Lloyd

We have had our small inner-city apartment on the market through Remax for just a couple of months with Halina as the sole agent.

Right from the start Halina and her partner John demonstrated their enthusiasm in selling and have never slowed up. Their initial goal was to understand the apartment and they went to great lengths to find out just how everything worked and then to assist us in its presentation. They enlisted a professional photographer who made the apartment look outstanding and did everything possible to attract potential buyers.

Their website attracted many views and the regular feedback given was very much appreciated.

John also worked tirelessly in showing clients through the apartment and together they make a winning team. The apartment sold in a short time and everyone is satisfied.

We would have no hesitation in recommending Halina to others.

Joy and Tony Silke...

Halina Kuchciak and her associates Elle Isaac and John Reyna sold my house in a matter of weeks and at above the asking price!

What stands out for me about this team is that they are simply nice, genuine people offering honest, common sense advice.

The marketing strategy was first rate and at a reasonable price.

They are vastly experienced, easy to communicate with and kept us informed throughout the process.

I recommend them.

Stuart.

"Halina is a great person to deal with when selling your home. She is prompt, responsive, friendly, with lots of great advice in preparing a property for sale. I always knew I could rely on Halina to be there for me when I had questions or concerns. I'm sure she'll go from strength to strength."

All the best to you too, take care.

kind regards, Richard

I'd like to thank you for your assistance with the purchase of my new home and the selling of my previous property. Buying and selling houses can be a stressful experience however the commitment from you really made the process easy. From the initial appraisal of the property through to completion of sale, you kept me informed of the progress, let me know any potential problems and suggested what to do with those problems when they arose.

I never felt that I was taking up too much of your time as you explained the buying and selling process in simplistic terms, you put me at ease and gave me only a realistic idea of what to expect. Also, your communication even when I was out of the country was excellent and you got me such a fabulous offer for my old house - I couldn't have asked for more from an agent!!

I'll give you a call when I look to buy my next place!

Thanks again

Wendy Statham

Hi Halina,

Thanks so much for all your hard work in selling our property. It's a tough market at the moment but you found a buyer for our house and made the whole process really easy! Being in Auckland when the house is in Wellington added a few other challenges for us but we felt confident that you kept us in the loop at all times and we always knew exactly what was going on. When something wasn't working, you gave good advice on what we could change and also gave us good information on what was happening in the market. Thanks again, it was a pleasure working with you!

Thanks

Have a nice day

Amy Sutherland

Human Resources Advisor

Halina helped us sell our Wellington property under very difficult circumstances, which she handled with a perfect balance of compassion and professionalism. She listened intently to our needs, outlined various sale approaches and recommended the one she was confident would suit best, and went the extra mile (or two) to help us with various arrangements as we were not in Wellington during the sale period. Halina kept us informed throughout the process and consulted us every step of the way. I have no hesitation in recommending Halina to anyone selling a property in or around Wellington, under any circumstance -- I'm confident that Halina could handle anything.

Arian de Wit

Thank you for your assistance with selling our home.

Your approach to marketing the property and your belief that we had a quality product was reflected in the sale price. We wanted real estate agents who would put as much energy into selling the property as we had put into preparing the property for sale and you gave us 110%.

We appreciated the way you kept us completely up to date with what was happening, including the 'pep talks' and reality checks when things weren't quite going according to 'plan A'. We also (in hindsight) were very appreciative of your 'plan B' which ensured we had a continued presence in the market while the world took a break for Christmas!

The whole transaction was incredibly easy and the end result very positive - we got the price we wanted, in the time frame we wanted.

Thank you again

Lara and Greg Ariell

We would like to thank you both very much for the work you did on selling our property in Hataitai.

This was a property that we had owned for over 15 years and it was rented out for our period of ownership. Accordingly we were very concerned about the impact of the selling process on our tenants. However we were completely put at ease by the approach that you both adopted and the way that you both worked with the tenants to minimise any inconvenience of the weekend "Open Home" sessions and viewing times. You both did an extremely professional job in marketing our property and we were able to call on your considerable experience to guide us on how to best sell the property.

We really appreciated your advice and the excellent communications, particularly the phone calls from Halina, which kept us regularly updated throughout the marketing and selling process. At the time of selling our property the market conditions were difficult and the house prices were somewhat depressed but we are happy with the outcome and we would definitely recommend you both to other people.

Thanks again and all the very best for the future.

Kind regards

Dean & Josephine (Jo) Beavis

We just wanted to send you a quick letter of thanks.

Having had the house on the market last year for three months with another agency and with no sale resulting, we couldn't believe that your marketing of the property this time around made such a difference – a quick sale and a good sale price.

Thanks for your advice regarding how to present the property at its best.

You and John were extremely professional and took the time to understand how best to market our property without defaulting to standard sale method approaches. Obviously, your years of experience show in your results.

We would have absolutely no hesitation in recommending you both, and we will.

All the best.

Stefania & Bruce

Thanks for the great work you did in finding a buyer for our house in under two weeks. Your calm and professional approach meant the process was as stress free as it possibly could be. You kept in frequent communication with us throughout so we always knew what was happening.

We would recommend you to anyone wanting a fast and easy house sale.

Thanks again

Angela and Ian

I have had the pleasure of working with Halina on a number of occasions where my clients have bought and sold properties. She is on the ball from start to finish and time and time again exceeds client expectations with her all round professional service.

Her reliability, expertise and integrity are second to none and I have no hesitation in recommending her to clients.

Tom

Tom Mahony

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Halina,

Thank you once again for the smooth process and successful sale of our Wilton property

) Eight tenders in this market!!!

The positive attitude and competence you displayed from the outset certainly contributed to our comfort levels throughout the sale process and we are extremely happy with the outcome. Your professionalism and organisation skills are outstanding in your field and we were impressed with the quick time frame you were able to achieve all aspects of the sale.

We will certainly recommend you to anyone in the future.

Kind regards,
Toby and Anna

Hi Halina

Flora and I wish to thank you for all your help in the purchase of our new house in Norwich Street.

We really can't believe our luck in getting the house and although (as you know) we ended up paying a lot for the house, we are very happy.

In particular your advice regarding the tender process was much appreciated. As you told us it's a stressful business but by the time the tender day came around we felt we were giving it our best shot.

We also wish to thank you for your help in purchasing the furniture and other effects from the estate. We are aware that there was no benefit to you in facilitating this and appreciate you taking the time out of your busy schedule.

Thanks once more and please drop in any time you are in the area.

Flora and Ben

P.S. If it's of any use to you please feel free to use this note in any list of references or such that you might have.

Hi Halina,

"My dealings with Halina and John over the sale of my property were at all time professional, stress free, friendly and very importantly - successful.

The regular communications were at just the right level and together we moved quickly to change and adapt our marketing approach to keep it fresh and relevant and to adjust it reflect any new information or changes in the market. I particularly liked that we could discuss all matters openly and easily and that when we reached a decision we could make any suggested changes immediately. I would definitely recommend Halina and John to other sellers."

Kind regards,

Nick

Nick Hunn | Director | PricewaterhouseCoopers
113 - 119 The Terrace, PO Box 243, Wellington 6140, New Zealand |

A few words for Halina.

Halina and John are a team *par excellence*.

In the current vernacular, Halina is the front office, John the back.

Halina is very professional, knowledgeable, and forthright. She proffers timely advice about pricing strategies to sell your property. If you do not want to hear the realities of the current real estate market, use another agent.

John is great on the research, and on analysis to better understand the GV quirks of your own property – and properties in your neighbourhood. With properties selling around GV levels, this is an invaluable asset to assist the prompt sale of yours!!

Frank and Pip Wall

To whom it may concern,

We are writing to express our pleasure with Helina (and John), who represented us in our recent sale and new purchase of our family home.

Helina guided us through the entire process and made sure we got the best offer for our previous home (in super quick time) which enabled us to proceed with purchasing our new home.

Helina and her team are savvy, personable and know the market inside and out. We never could have gotten our dream home without them.

To reiterate, we are nothing but pleased with Helina and her expertise and we recommend her to everyone.

Many thanks

Scott, Raewyn and Brooke

Hi Halina and John,

Just wanted to take the time to thank you both. You are a great team! I have enjoyed working with you both during the sale of our house.. I appreciated the time you spent with us Halina before we listed with you, talking through the options and helping us to come to the right decisions. You communicated brilliantly with us throughout the process - we always knew what was happening which eased the pressure that often accompanies house selling. The end result that was achieved was one we were very happy with, so thanks Halina and John - we both really appreciate your experience and skill that inevitably helped us to achieve the outcome we were hoping for!

Liz and Matt

To whom it may concern,

We got to know Halina Kuchciak over the last few years when we decided to sell our house at 53 Rakau Rd. As we are living in Brisbane we needed to have someone who understood the market and could make things simple and straight forward for us.

Our house in Rakau Rd. is an old character style house with features that appeal to some people but not others and we had the previous experience of a Real Estate Agent telling us that we needed to spend lots of money putting in sky lights and painting over the original wood panelling in order to sell it which we were not keen on at all.

The market had worsened over time but we knew what we wanted to sell the place for, and were happy to go on renting it if we did not achieve our sale price. In the end Halina managed to bring back a buyer who had previously made an offer but had not been in the ballpark. While at 1st it seemed that the sale would not come to anything with Halina's help and flexibility we were able to get close to what we wanted.

Overall things went very well despite a difficult market and a house that not everybody liked but some people really do like.

Thanks to Halina for a job well done. She was prompt with feedback, easy to contact and willing to go the extra mile for us!! and we are very appreciative of her easy manner.

Regards Allan and Katrina

To whom it may concern,

Halina recently sold our house in Wellington. Her knowledge of real estate, and long experience in the Wellington market meant that Halina and her associate John Reyna gave us outstanding expertise throughout the sale process.

Halina's attitude was always positive and unflinching, and in spite of a slow housing market and issues with the house itself, she gave us 100% commitment all the time. Her enthusiasm and confidence was continuously reassuring, and her regular communication meant that we were always up-to-date with developments.

We appreciated that she was always up front about matters relating to the marketing and sale of the property, and we were always kept in the picture regarding developments.

Halina's professionalism is exceptional and we would highly recommend her to anyone looking for an agent who will provide outstanding service.

Ravi and Sue

Halina, Alan and I composed a few lines which we write with all sincerity.

Best wishes for the future.

Anne

Alan and I have recently sold a house using the services of Halina Kuchciak of Remax.

At all times we found her to be friendly, efficient and very professional . She kept in regular contact and updated us throughout the selling process.

We have no hesitation in recommending Halina's services to others.

Anne and Alan Cameron

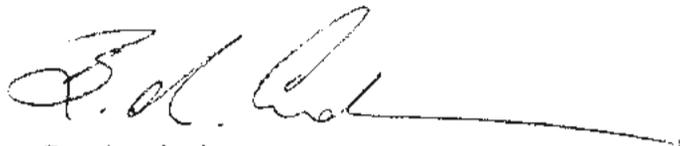
Dear Halina

I want to thank you and John for the dedicated way you both worked to get my house sold at the best price and then went on to help me find a somewhere new to live afterwards.

From the outset I had confidence that you were looking after my best interests and I appreciated the different strengths you both brought to the sales process. I liked the way, as a team, you continually reassessed tactics based on feedback received from viewers, combined with your own in-depth market knowledge. I also liked the fact that you always took my own thoughts and preferences into account. But best of all, was that you actually kept me laughing throughout, even when I was starting to feel stressed by the whole process.

Special thanks too for continuing to look after my interests as I began the search for somewhere new to live. You helped me to understand what it was that I was really looking for in a new city flat and steered me away from some false economies simply by asking the right questions, rather than by trying to tell me what I should be looking for. Finally, you and John came up with just the right place at just the right time and you advised and steadied me through the trauma of the tender process to a successful outcome. I feel I've been very lucky indeed in my choice of agent and would have no hesitation in recommending your services to others.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Bernice Anderson', with a long horizontal flourish extending to the right.

Bernice Anderson

To whom it may concern,

In a difficult market, Halina and John have been outstanding in terms of strategising and also in communicating with us. Even after we had an offer on the table, they went on with the next open home and secured a very favourable back-up offer which helped to seal the original deal. I was impressed with their perseverance and tenacity, which reflect their years in the real estate business.

Halina is a very clear communicator and was active in managing our relationship – she and I were ‘in synch’! At the same time she is an astute agent who was able to accept our decisions and to carry out our wishes in a very professional manner. I am happy to recommend Halina and I enjoyed working with her to sell our home.

Yve Gould

Wellington

Hello again Halina,

First of all Vivienne and I want to thank you for the wonderful service you gave us while we were selling our home of 41 years recently. We were very impressed with your professional approach, you pointed out all the requirements and responsibilities we had, such as full disclosure, if our expectations were realistic, and most importantly you kept us fully informed all through the sale process, we could not have wished for better service.

Kind regards and thanks once again,
Lindsay and Vivienne McIsaac

Hi Halina,

Just a quick note to say thank you for selling my house in such a smooth and effortless manner.

You advised me on the most effective selling method which produced a large number of viewings, multiple offers and more then acceptable result, great advice!

I left it all in your capable hands and you delivered.

You and John make a great team.

Keep up the good work!

Kind regards

Viv McEnnis

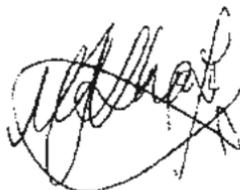
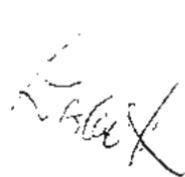
To Whom It May Concern:

Halina Kuchciak recently listed and sold our Te Aro townhouse and we found her service to be excellent. Specifically, these aspects of her service made selling easy for us:

- Strong people skills - friendly and personable to deal with, can handle people with sensitivity
- Takes care to only make agreements she can follow through on, and does so
- Up-front about all aspects of contracts, charges and processes, takes care to explain everything clearly
- Timely and consistent communication keeps you in the loop about what's happening when
- Seamless administrative support from her business partner keeps everything running smoothly

We have never sold a property before but Halina made the process as easy as possible and helped us get a great outcome in a short time. We happily recommend her to anyone who is considering selling a property.

Warm regards



Laurence Black & Maddy Schafer
Directors

Reference for:

Halina Kuchciak and John Reyna

Halina Kuchciak sold my elderly mothers house in Waipapa Road in August 2010.

I found her very through, straight forward and efficient. She and husband John worked extremely hard to promote Mum's house sale in an adverse house sale climate.

Halina was also considerate of my mother who is 94, making sure that she was included in discussions and making sure that Mum understood what was happening.

Halina's husband John provided excellent computer expertise and a clear mind when we where reviewing options.

Halina kept us in touch with what was going on and provided same day feedback.

I would highly recommend both Halina and John.

Pat Ashcroft

Dear Halina

At long last a short note to say thank you for the time and effort that you put into selling our properties. We were delighted with the prices that you obtained for us.

We were also very appreciative of the way in which you managed the sales, and of the assistance that you gave us when we were looking for a property to purchase. Your regular phone calls to keep us up to date with what was happening in terms of the sales, and later regarding what had come onto the market, helped greatly.

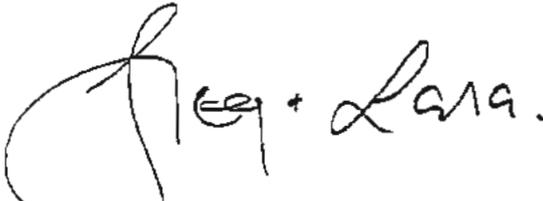
Selling two properties and buying another, while also adjusting to coping with a new baby, was a difficult time for us. Your sensitivity to Nicholas' needs, and your willingness to accommodate our sometimes limited availability, certainly helped ease the burden.

We enjoyed your sense of humour. You were great to work with. If you have potential clients seeking confirmation of your real estate expertise, please don't hesitate to refer them to us.

Thanks again Halina. Don't forget to come and visit us in our new home.

Best wishes for every success.

Warm regards



Greg + Lara.

Greg Ariell and Lara McCaw

Dear Halina

Just a quick note to say thank-you so much for the successful sale of my property at Hatton St , Karori recently.

As you know, I had tried unsuccessfully to sell my property in the past and was starting to believe it would never sell. At the time of selling, the market was quite flat and I was told by many that I would not achieve my desired price. But that was all to change when you took over.

Selling a property can be a stressful time, but you were fully considerate and supportive of our needs throughout the process. It was fantastic to be kept fully informed at every stage. After every Open Home you would ring me with a full update of who attended and feedback the comments made.

I really appreciated your determination, honesty, enthusiasm and unwavering optimism. It was refreshing to work with someone with these qualities.

I wish you all the luck in the future and would have no hesitation in recommending you to prospective clients.

Many thanks.

Regards

A handwritten signature in black ink, appearing to read 'Julianne Hastings', enclosed within a hand-drawn oval border.

Julianne Hastings
SENIOR ACCOUNT MANAGER
Haines Advertising

Dear Halina,

As discussed so time ago, this is a brief note to express both our appreciation and satisfaction with your performance as our real estate agent. I apologise for the delay in writing this but, as you can imagine, we have been extremely busy lately.

Both Anita and I were very impressed with the professionalism with which you and John valued and marketed our property. As professionals ourselves, it was a pleasure to let another professionals, such as you and John, do your job and reduce (as much as is possible!) the stress for us. Not only was the market value estimate you provided realistic (as a later registered valuation illustrated) but you explained the marketing strategy fully and in a way that was easy to understand.

The success of your approach was clearly demonstrated by the ease with which you sold our house - within 2 weeks of listing (while we were enjoying the free advertising offered on your mailer) and in a "depressed" market for a sum greater than we had expected to receive and within the market valuation range John and yourself provided.

Not only were you professional, but you were very approachable and in constant contact with us explaining and up dating the situation. This appears to be in marked contrast to the experience of other people we know dealing with other agents. These other agents seem to ignore the house owner completely. It was very reassuring to know exactly what was going on, on an almost daily basis.

We are extremely happy with our house selling experience and would not hesitate to recommend you and John to others.

Yours,

Robert Wallace

Dear Halina

It has been a real pleasure working with you. The reality of my house sale has finally sunk in. Signing on offer in less than a week was amazing!

The sound advice and guidance you gave me on marketing my property and the suggestion of setting a price range that was realistic and attracting several potential buyers was very effective.

I really appreciated the time you spent with me going over the options I had, explaining the marketing strategies and your keeping me informed the whole time. You made me feel very special - as if I was your most important client.

I have recommended you to friends and colleagues and I know you will work as hard for them as you did for me.

My very best wishes to you and John.

Sincerely

A handwritten signature in black ink, appearing to read 'Jan', with a large, stylized loop at the end.

Jan Tilley

To whom it may concern

I first met Halina and John in late-2004 when I purchased my first property through them. I was impressed with their professionalism and helpfulness and sought them out when it came to selling my house.

Throughout the whole process of selling Halina has kept my spirits raised, has championed for me, and has made problems disappear - taking the stress completely off my shoulders. John has been a solid sounding board, providing different perspectives so that between the three of us we were prepared for every eventuality.

As a team, Halina and John are supportive, positive and terribly hardworking. I had 8 open homes and every time Halina and John were considerate in turning off lights and heaters as they left, Halina always rang later the same day with feedback about the visits; I spoke to Halina at least every other day (every day when things were busy); and John always acknowledged emails.

I took their advice (from marketing my property, to how best to present my house for the open homes), trusted their judgements (when it came to accepting/declining offers) and came out with a successful result - my house sold in two months and in enough time for settlement to be completed before my personal deadline.

Halina and John are terrific to work with and I will certainly look them up again when I return to New Zealand and am in a position to buy a house.

Yours faithfully
Fiona

Fiona Cousins
Sherwood Mews, Mount Cook.

Dear Halina

Just a short note to say a huge thank you for all the work you did to sell our flat in Thorndon so successfully.

You gave us some really good advice about how to proceed in this difficult economic climate, and about the likely market for our property. You kept us constantly updated about progress and gave clear guidance on what to do about the various issues that arose. The end result was more than we had imagined, so we were obviously thrilled about that!

Your experience and commitment shone through and we really enjoyed building a great working relationship with you.

With very best wishes for the future

Julie Sperring and Don Howden

Julie Sperring
Artistic Administrator
Chamber Music New Zealand
Phone: 04-8330750

Halina and John

We wanted to thank you for your excellent work that you carried out in selling our two houses. We were very pleased to sell in such a short time in the existing market. We appreciated your honesty and support throughout the selling process. We were very impressed with the way you kept us informed throughout the process and constantly up to date with feedback from the buyers. The tender process can be a stressful one, we appreciated the realistic and human aspect you brought to experience.

Apologies for not getting this to you before and we really valued the service you both gave us.

Clare

103 Upland Road
Kelburn
Wellington

Dear Halina

Just a quick note to say thank you once again. We chose you because we were confident you could market our house well, and you certainly didn't disappoint us.

Throughout the process we thought your advice was sound, and we particularly liked your pleasant manner. You said you would keep us well informed every step of the way, and I can say that I felt you did that well.

The outcome - selling our house in only two weeks and above the RV at a time when the market was unpredictable - speaks for itself. Our relief at selling was enormous, as you knew we were finding it difficult keeping the house spotless with our wee twins creating their usual havoc.

Again, thank you for a great job done. We will certainly call you again if we plan to sell another house.

Kind regards

Emma

Ili Halina

With the market falling and a desire to sell to move cities I was extremely fortunate to have Halina and John on the case. After twenty five years in my house it was hard to see the wood from the trees and Halina was calm, non judge mental and friendly. Throughout Halina was professional, encouraging and with a work ethic like no other. She has great communication skills and kept me informed throughout the process. Her energy and calmness secured a sale which I was well pleased with. With their attention to detail Halina and John make a great sales team and I would recommend them to anyone selling property.

Mary

Dear Halina and John

WOW – what a team you guys are! We wanted to thank you both for helping us sell our home in Wellington. Being based in Auckland, we really needed to trust the agent we selected and have one that would keep us informed regularly with progress being made. This was our first experience selling a home, and you have made it a truly positive experience. You instilled confidence and reassurance from the beginning and not once did we doubt you were there for us 100%. Your sense of humour, candidness and openness was really appreciated and we actually had fun throughout which was great. We sing your praises when talking with others and would recommend you to anyone. We wish you both all the best and hope our paths cross again one day.

Wishing you success for 2009 and beyond!

Bridget and Gary Morris

Bridget Morris | Workforce Planning Manager
St John

TO WHOM IT MAY CONCERN

I decided to sell my home in Karori, Wellington in August 2008. I contacted Halina Kuchciak of Remax Wellington, from whom I had sought an appraisal some 18 months earlier. I originally contacted Halina because a friend had recommended her after finding her great to work with when buying her first home.

We agreed that the house would be presented for sale in early September 2008. I duly readied the house for sale and signed up with Halina. In recognition of the current market, Halina suggested a Tender Reserve process. She explained very clearly what this would involve, what were the advantages and the drawbacks, plus the costs associated with marketing through a series of open homes. A reserve price was agreed and I especially appreciated Halina's advice at this sensitive point in the process where I was essentially declaring my rock bottom price.

Imagine my consternation when barely a week after the house went on sale the US credit crunch bit hard and the sharemarket began to tumble. However we were committed at this point and therefore proceeded as planned. Despite the market difficulties Halina consistently achieved good numbers at all open homes. These resulted in two offers, the first of which failed to eventuate and the second of which I accepted – after less than six weeks on the market.

I especially appreciated Halina's constantly keeping me up to date, honestly appraising the current situation and giving me the information I needed to make informed decisions throughout. I believe her hard work and consistently positive approach were instrumental in delivering an excellent result.

I would have no hesitation in seeking her assistance in future, whether selling or buying property, and am happy to recommend her to my friends and colleagues.

Anna Mahoney
Wellington

Dear Halina

It was quite surreal to walk out our front door and see a massive yellow "SOLD" sticker across our for-sale sign, after a mere two weeks on a challenging market for vendors. You should change your website to www.halinasellshouseslikenooneelse.co.nz!

We had carefully researched the different agents and agencies available to us for the marketing and sale of our house, anxious to have the best, especially given the current property climate. One thing quickly became clear: you were ahead of the pack by a country mile.

Moreover, the highest tender we received was way beyond our expectations and far in excess of the recommended for-sale figure another leading Wellington real estate agency pitched to us before we signed up with you.

We have not only appreciated your professional track record, abilities and outstanding results; we have also valued your genuine warmth and good humour.

Thank you Halina; it has been an absolute pleasure. If we ever sell property in Sweden, we'll just have to fly you and John over!

With kind regards



Louise, Mikael & Pantakan Wetterstrom

Dear Halina and John

I want to thank you so much for the incredible job you both did in selling my house. Two years ago, as a result of your mailbox flier, I arranged for a home appraisal. You both impressed me at that stage with your warmth & professionalism and I vowed you would be my choice of agent come selling time.

2 years later when I approached you for sale, it was the worst possible time to be selling a house. Nationally, sales by volume were down 50% and prices were down by some thing like 10% on the previous year. Many open homes in Wellington were attracting no visits at all.

Halina, you are an absolute treasure. I felt when I left our first sales meeting we were friends. I loved your direct honesty, your knowledge of what to do in an incredibly difficult market and your wicked sense of humour. I came to rely on you totally and took your advice in every circumstance.

John, you are so much a fantastic partner. You were always there in answering any question I had and making sure every detail was followed up. It was always a pleasure to see you.

Following a preliminary market feeler, Halina came up with a marketing plan designed to suit the existing sluggish and extremely negative market. The end result was that within 2 weeks, and with record attendances at my open home, I had a cash sale offer, at a price beyond what I had ever hoped for.

Thank you both so much for your efforts. I will sorely miss the contact I've had with you both.

Kindest regards
Neil Hickman

Hi Halina,

Just a quick note to say a big Thank You for helping us sell our apartment. We knew the market was soft, but we never thought we'd be able to sell for more than we paid a year ago! Just incredible. Your professionalism, expectation-setting, and upbeat spirit were truly impressive. And it shows, with our newly-sold apartment.

My wife and I are so happy we chose you to sell our apartment. I cannot recommend you highly enough and I will definitely tell anyone who's in the market to contact you first.

All the best,

Brian and Sibylle

Hi

FINALLY

the testimonial I promised

I hope all is well with you, John and the cats

We bought a house that Halina was selling. We found her and her team, friendly and responsive. Because of the professional and courteous way she treated us, we knew she was the right agent to market our property. Sadly, we had to sell when the market had gone quiet - no matter for Halina. Always positive, we discussed options, she kept us well informed and we sold. Result!

Frankly the woman's "on to it". If you want a tireless worker to market and sell your property regardless of the market conditions we recommend Halina.

kind regards

-Linda and Brian

Dear Halina

We're just writing to say thanks so much to you and John for selling two of our properties recently.

From the outset we were impressed with the care and time you put into developing the marketing campaigns, and felt confident that these exposed the properties to the widest pool of buyers possible. In addition we really enjoyed working with you and especially appreciated your enthusiasm, straight up approach, and how well informed you kept us of progress.

The first property sold unconditionally after a two week tender for a price that we were more than happy to accept especially given the rapidly slowing state of the market.

The second property had been with another agent for over four months without success, but you managed to secure a sale within a month. This property had some issues that made it more difficult to sell. We were impressed with how well informed you sought to become about it, so that in turn you could talk prospective buyers confidently and honestly through the issues.

While we wouldn't recommend selling two properties at once to anyone, the process wasn't nearly as stressful as it could have been thanks to your positive attitude and continued reassurance. We wouldn't hesitate to recommend you and John to anyone looking to sell their property in the future.

Yours sincerely

Lorna McGregor & Guy Harding

DuncanCotterill

LAWYERS

14 March 2007

Training and Compliance Executive
Agency Training Australia
P O Box 484
Harbord
NSW 2096
Australia

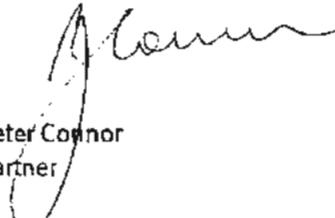
Halina Anastasia Kuchciak

I am a partner in this firm and have been a partner in this firm and its predecessors for 35 years.

In recent years I have worked with Halina Kuchciak on a number of Sale and Purchase Agreements. I have always found her to be extremely competent and of absolute integrity. Several of these matters have been quite difficult and have required considerable skill and patience from Halina to get the properties sold and the sales confirmed.

In my opinion she is one of the best Real Estate Agents currently working in the Wellington area.

Yours faithfully



Peter Connor
Partner

Direct Dial 04 495 2675
Mobile 021 247 6641
p.connor@duncancotterill.com

Wellington

Level 4, The Bayleys Building
Cnr Lambton Quay & Brandon St

PO Box 10-376
DX SP23544

Telephone 64-4-499 3280
Facsimile 64-4-499 3308

New Zealand

www.DuncanCotterill.com

Dear Halina

Anne and I would like to thank you and John, and to congratulate you both, for the extraordinarily effective marketing of our house, which resulted in a highest tender well exceeding our expectations.

We must admit to being initially a little uneasy about your unorthodox method of presenting the house in advertising, i.e. not gushing about its wonderful qualities – your rationale being that buyers get sick of the exaggerated descriptions so often provided by real estate salespeople. And we also wondered about the risk of you not giving price guidelines to prospective purchasers – but again this proved to be a very wise strategy, in view of the high price tendered. In general it would be true to say that you are very strong in the area of ‘psychology’ – the psychology of buyers!

Your dealings with us were very professional, very friendly, and at times of stress, very reassuring. We hope you will continue to have success in what is obviously a field of great expertise on your part, and we don't hesitate to recommend you to anyone wishing to sell their property.

Best wishes

A handwritten signature in black ink, appearing to read "Pete Hutton". The signature is fluid and cursive, with the first name "Pete" and the last name "Hutton" clearly distinguishable.

Pete and Anne Hutton

Hi Halina,

Thank you very much for helping us sell our Waripori St home. You did such a great job in getting the right buyers for the home. We were really happy with the turnaround time and the price we received.

Once again we were happy with your service and felt it was in the best hands as it was an extremely bust time for us.

Should the opportunity arise once again to sell a house we most certainly will come back to you.

Kind regards,
Laurie Foon

Starfish Wholesale

Reference for Halina Kuchciak

We initially contacted Halina and John a year ago to assess our property for sale later in that year. For a number of reasons, we were not in the position to sell until this year, however Halina kept us up-to-date with market intelligence through her monthly newsletter.

We re-contacted her, and she met with us within a few days to discuss the strategies to sell our home of 21 years. Against our initial preference, she convinced us to list under the “closed tender” process, which we entrusted her to facilitate for us. She was honest about what possible outcomes could come from the process, but assured us that based upon her experience and the current market situation, that we would be able to successfully sell the property within 19 days of our meeting.

We followed her advice, allowed her the freedom to manage our two open homes, and trusted her feedback after each open home, and as a result, we had 9 tenders, 6 of which were unconditional, and the property was successfully sold on the targeted tender closing day.

We found Halina to be realistic in her assessment of the potential of the property, and her “no nonsense”, down-to-earth approach to the information sharing and execution of the selling process to be refreshing. She handled the entire process with professionalism and realism.

We have no hesitation in recommending Halina to any prospective seller, as she delivers on her promises, and keeps the process realistic and transparent.

Thank you Halina for making what could have been an extremely stressful time for us a lot less painful than we thought it would be.

Kind regards

The image shows two handwritten signatures in black ink. The signature on the left is more stylized and dense, while the signature on the right is more fluid and cursive. Both signatures are written on a white background.

Michael & Sandra White

Penny Miles

You wont find a better real estate agent than Halina Kuchiak from Leaders Remax. Halina gave me exemplary service when I sold my apartment in central Wellington this year. Not only did Halina fetch a high price for the sale and attract multiple strong offers, she also handled all aspects of the marketing and negotiation smoothly. The photo's and advertising arranged by Halina presented the unit in the most positive light, and the print material was targeted cleverly to buyers in the market. Halina kept me informed with all aspects of the selling process - with advertising updates and feedback from open homes. I would recommend her smart, efficient service to friends and would use Halina again to buy or sell a home.

Penny Miles, June 2007

Re Halina of Wellington Residential

I was impressed with Halina's friendly and positive manner when I first met her. I appreciated the fact that she was so keen to get the best price she could for my property, and that she was ready to wait until I achieved this.

We decided on three open homes with a closed tender. Halina kept in contact constantly at this time advising me how things were progressing. At the end of the closed tender my property sold for a price I was very happy with.

I would recommend Halina for her professionalism, extensive knowledge of the property market and her ability to sell at a competitive price.

Joan Pettit.

To whom it may concern

We just wanted to put in writing our appreciation for your efforts in selling our home property and delivering on all your promises!

After having purchased a rental property through you a few years earlier and being very impressed by your professionalism, we decided that you must be one of the agents we would approach to sell our own home. We chose to engage you because you showed not only a terrific appetite for the job but also a great empathy for the property. You presented us with a very effective marketing campaign, which was implemented fully and without problems. It generated enormous interest.

Moreover, you fully explained the process as it unfolded, putting us at ease during the various phases and always providing immediate and constructive feedback. As a result, we received multiple offers for the house exceeding our expectations.

We made the right choice, enjoying your honest, open and up front personality, a rare thing to be able to say about many in your profession! We wish you and John every good wish for the future.

With best wishes

Russell Kilvington and Jennifer van Hunen

To Whom it May Concern

Re: Halina Kuchciak

We found Halina to be a breath of fresh air. Her no "gush", no drama, down to earth approach to selling our house meant we always knew how things were progressing.

Halina provided practical advice on how to best present our property for sale and provided a realistic appraisal of its value.

Halina was always available, kept us fully informed at all times and always followed through on commitments made.

At all times we were in no doubt that Halina was working in our interests.

Most of all Halina ensured we got a price and settlement date that we were happy with.

Halina has exceeded our expectations in all respects.

A handwritten signature in black ink, appearing to read 'E A Pay', with a small dot at the end.

E A Pay

Halina was recommended to us by a friend and we would have no hesitation recommending Halina to friends & family wishing to sell their home.

Halina is honest & straight and our expectations were all met. She kept us informed every step of the way in a warm & friendly manner.

Our house fetched over the rateable value & we were very pleased with the end result. She started off as a Real Estate Agent but ended up being a friend.

Christy Bell.

Dear Halina

I am writing to let you know how grateful we are for your assistance with selling our house in Rochester Street. We couldn't have asked for a better agent.

Because we had never sold a house before, we were a little apprehensive about the process.

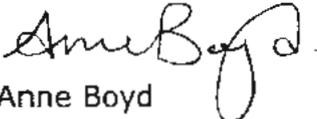
Thank you for being so generous with your time by listening to our needs, providing us with the best possible information about the market and all the options available to us. By the time we went on the market, we knew we had made a decision that felt right for us.

While our house was on the market, we couldn't have asked for a more professional agent. You kept us so well informed about progress, and continued to ensure that we were always comfortable with process.

Thanks to you, we had a great marketing campaign with fantastic photos of our house and fabulous open homes.

Finally, it was really neat working with you and getting to know you. Thank you for being so kind, fun and funny. The next time we are selling a house, we will be ringing you.

All the best


Anne Boyd

Dear Halina

Steve and I wanted to put down on paper our real appreciation for the work you and your team did in selling our house.

From our first meeting at an open home we liked your approach.

As potential buyers, we were impressed by your:

- low-key, but encouraging approach
- helpfulness and prompt comeback with the answer to any question about the property if you or your team didn't have it to hand already
- honesty, and willingness to engage, while at the same time there was no doubt that you were working on behalf of the vendor.

And as vendors, we found you were:

- very organised (no time wasted on either of our parts, but no feeling of rushing either)
- good at explaining the pros and cons of how we might go about selling the house (declared price vs tender, marketing strategy, timetable, etc) and very open in your responses to our own ideas and questions on these issues
- encouraging with advice, suggestions and instructions on how best to present the property to potential buyers. Needless to say the effort was rewarded in the very good result you and your team achieved on both price and speed of sale
- great at keeping us updated throughout the process
- very able at closing the deal for a win-win result.

Buying and selling houses is usually a stressful time for people, and you are very good at recognising that, and tailoring your approach as needed to make it as easy a process as possible.

It was a pleasure doing business with you.

All the best.

A handwritten signature in black ink that reads "Marie". The letters are cursive and fluid, with a small flourish at the end of the 'e'. The signature is written in a personal, informal style.

Marie France

To anyone looking for an estate agent,

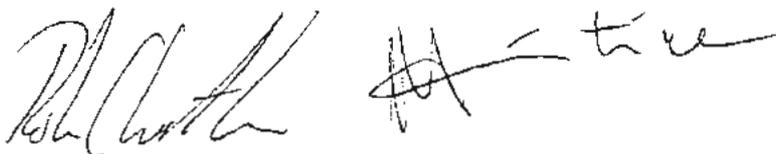
When we chose to sell our house, we decided to select an estate agent we both felt comfortable with rather than whoever gave our house the highest valuation. We were also looking for someone who would work hard to sell our house quickly, as well as securing a good price for our property.

Halina was the first agent we contacted as she had already impressed us with the marketing of herself (her fliers were regularly in our postbox, which was always a good sign of her dedication and hard work) and after the initial chat, we decided we didn't need to talk to anyone else.

We found that Halina listened and understood what we wanted and then followed through with a plan that met with our requirements. The fact that she is very easy to talk to and that she knew our area really well made her a perfect choice for us.

We're very glad we chose Halina as our agent, our house was sold in 2 1/2 weeks (speed was our primary objective), which is quite an achievement with the market situation as it was and we were very happy with the outcome. Halina was very efficient, hardworking and has kept us informed every step of the way. She's very experienced, knows her field well and she's got an excellent support in her husband John. We therefore have no hesitation in recommending Halina and John.

All the best,

The image shows two handwritten signatures in black ink. The signature on the left is 'Rob Cheetham' and the signature on the right is 'Cristina Rodriguez'. Both are written in a cursive, flowing style.

Rob Cheetham & Cristina Rodriguez

Dear Halina

Sale of Apartment in Wellington

We would like to place on record our appreciation for the assistance that you gave us in the sale of our apartment in Wellington.

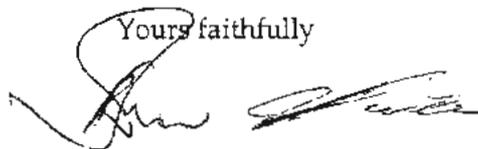
From the first time Audrey and I met you, we liked your straight forward approach. We felt like you were prepared to take whatever time it took to properly inform us of the options available to us, and as to realistic expectations as to price. In the end, on your recommendation we agreed to tender the apartment, which meant that the marketing required was short, sharp, and less expensive than we expected.

During the sales process we appreciated the way that you kept us informed. We felt like we understood what was happening, and also developed an appreciation for the interest from the market.

In the event, our property sold by tender within two or three weeks, at a price with which we were very satisfied. The whole process was painless, and went very smoothly.

Halina, we would not hesitate to contact you again if considering a sale or purchase in Wellington. We were impressed. We felt like you neither "over nor under-sold" what we could expect, and this was confirmed to us by the outcome. The result speaks for itself.

Yours faithfully

Handwritten signatures of Richard and Audrey Procter in black ink. The signature on the left is 'Richard' and the one on the right is 'Audrey'.

Richard and Audrey Procter

TO WHOM IT MAY CONCERN

This reference for Halina Kuchciak is in appreciation for all the work involved in the marketing and selling of our home in Kingston.

We were apprehensive about the sale after having lived in our home for 35 years and Halina was understanding of this situation and very considerate and supportive of our feelings throughout the process.

We appreciated being kept fully informed with regular telephone calls.. Her positive outlook put us at ease and we always felt we were kept completely in the picture of what was happening.

Halina's friendly, calm personality and her sense of humour all added to a very pleasant working situation.

Our home sold very successfully and we were thrilled with the result. We have no hesitation in recommending Halina and associate John to anyone considering selling their home.

Yours sincerely,

Marilyn Bruce

Kind Regards
Marilyn and Bruce Hoare

Dear Halina and John,

Halina is a Legend!! We've said it time and time again after the successful sale of our house and we would like to take this opportunity to put it in writing as we would recommend her and John to anyone who wants to receive Professionalism, Honesty, A1 service and most importantly a great price for their house.

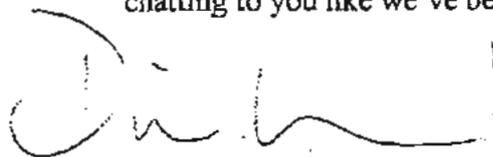
We had previously seen Halina in action whilst we were looking for a rental property to purchase in Brooklyn and we were impressed with her genuine, informing and professional attitude during this process. Whilst we were unsuccessful in the bid for this property we could see she possessed the attributes we liked and wanted for the sale of our own house.

From the moment Halina came around to inspect the house she clicked into action and began immediately working feverishly to sell our property. She returned 2 days later with a Comprehensive Market Appraisal and discussed it thoroughly with us and all the many options available. Halina also discussed her marketing and selling secrets (And yes they do work) with us and with this we began the sale process.

During the Open Home Period we became a team united working towards one goal. We spoke nearly everyday due to the overwhelming response of buyers. We asked question after question and they were always answered politely and professionally even though at times we became stressed and this brought out the counselor in Halina. She became a friend and mentor and someone we trusted 110% to get us the best result possible.

When it came to opening the tenders, another nerve wracking day, Halina calmed us down by proceeding to open 8 Tenders which all contained unbelievably high offers.

The high sale of our property was in no doubt due to Halina's Marketing and Selling secrets and I have no doubt any other agent would have settled for much less than what we received as even we didn't even dream of getting the price we did. **Halina you are a legend.** Thankyou for all your hard work and we wish you all the best and will miss chatting to you like we've been friends for years. Once again Thanks.



Dion and Lucja.



Dear Halina,

Now that both sales have been settled on time and with no complications Margaret and I would like to thank you very much for having acted for us in a most friendly, courteous and able manner.

Not only did you always attend to our business with utmost speed and efficiency but you always found time to keep us fully informed at every moment of the journey from original instructions to prompt and successful sales.

We are satisfied that the sales results were as good as could be achieved, coupled with absolutely no pressure to sign on the dotted line until the best price had been reached. We have no doubt but that you are at the forefront of your Profession.

We should record also that on a previous occasion involving a client matter you achieved a result much better than could possibly have been anticipated.

If another occasion arose can say that we would most certainly again enlist your services knowing we were in the best hands.

Although we now live out of Wellington we were very pleased that you could find time in your busy practice to meet us personally over coffee.

With our best good wishes,


MARGARET & IAN CAIRD

Margaret Caird.

To: Halina Kuchciak & John Reyna

Subject: My Testimony

When I first met Halina and John I knew that I was going to employ the services of true professionals to sell my apartment. The only question was when was the best time to do it. During my journey Halina guided me with sound information on property values and offered practical advise without any pressure. Once I had made up my mind I advised Halina that I was flying into Wellington over the weekend and wanted to discuss the details and plans to put my apartment on the market. We arranged a time to meet and visited the apartment together and over a coffee we put a plan into action. At that stage I knew everything was now in the hands of a team who would achieve an outstanding result for me. After only 3 days on the market an offer was made and presented too me and needless to say I was delighted with the outcome which exceeded my expectations. Thanks to Halina and John and the Team at Leaders who made it happen.

David Long

Halina Kuchciak
PO Box 10853
Wellington

Halina and John's personality and approach to the sale of my house was non pushy and non abrasive - totally different than what I expected from real estate agents.

Halina and John put together a very comprehensive marketing strategy and appraisal resulting in a large number of tenders and great sales price. The end sales price was over the market rates and well over the GV.

Halina's approach made the process of selling our house a lot less stressful than it could have been. She was flexible with viewing times and constructive in the things we could do to increase the saleability of our house.

Halina worked hard in selling our house and I would definitely recommend Halina to anyone wanting to sale their house.

Halina and John are also assisting us in our search for a new home.

Thanks for all your help.

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

Nadia Henderson

Dear Halina,

Now that we have finally settled in to our new home it is time to extend our grateful thanks to both you and John for the successful plan you put in place for the sale of our former house. We very much appreciated your expertise and experience as well as your helpful approach to our own concerns.

Everything went very smoothly and we were kept apprised of progress all the way through. As our daughter, Amanda, was involved we appreciated her being kept "in the loop" also.

When we came to the purchase process John, too, put in a lot of effort showing us prospective properties and it was a shame in the end, because of our requirements, it was necessary to buy outside Wellington city limits. You may be sure that if we were to buy in Wellington again we would have no hesitation in seeking your help and indeed we have mentioned your name to those who have asked which agency we had used.

Yours sincerely,

Graham and Brenda Walker

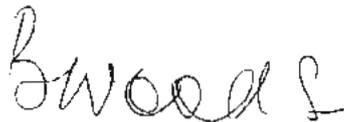
Dear Halina

I wanted to write a few words of appreciation for the professional way in which you conducted the recent sale of our property in Khandallah.

At all times, I felt I could contact you about the sale, and you yourself maintained frequent contact with us both to keep us up to date with what was happening. You freely offered help and advice, not only with our listed property, but also with other matters related to house purchase and sale.

I was content that we had made the right decision in approaching you to sell our house - a decision based on our previous experience with you, when you sold our last property. My only regret was that we weren't able to buy our new house through you as I would really like you to have had the sale. You know houses, you work very hard, you are thorough, you are clear, utterly reliable, and last but not least, you are friendly and personable to have a chat with.

Warm regards

A handwritten signature in cursive script that reads "Barbara Woods". The signature is written in dark ink on a white background.

Barbara Woods

Halina,

Thank you so much for selling our house quickly and efficiently! We are especially pleased with the way you managed the land slip that happened during the sale process. Impossible to predict, but you dealt with this difficult issue ver professionally. In the end, the 5 offers on our house proved that you did an excellent job. Not to mention that the winning offer was unconditional! Simply amazing. Thank you.

I have already started recommending you to people I come across who want to sell their house in Wellington.

All the best,

Brian and Sibylle

Halina - the reference, 23
promised. Apologies for the delay.

We've found somewhere to live for
6 months in Mt Vic (going back to
our collective youth!) & I start
my new job on Monday. That
means Steve is organising the
move, which has got to be a
good thing.

NOTE -

Dear Halina,

Just a quick note to thank you so much for the great result you achieved selling 25 Rochester Street.

After a month of marketing privately through Elan Homes, and no result, it was clearly time to get some professional assistance. Your views on marketing the property were initially quite different than mine and I appreciated the time you took to work through a strategy that worked for me but gave you confidence you could sell the property.

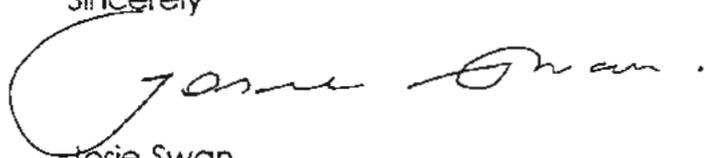
The result, a **cash** offer in excess of the current GV by over \$100,000, along with a swift settlement date, is exceptional.

Your 'style' certainly works for me – frank and upfront, passionate about what you do and fabulous follow up. It's very comforting from a vendor perspective to know that you will always 'do what you say you are going to do, when you say you're going to do it'.

Halina definitely does sell houses – thanks a million for selling mine.

I look forward to working with you again in the future.

Sincerely

A handwritten signature in black ink that reads "Josie Swan". The signature is written in a cursive style with a large, sweeping initial "J" that loops around the first part of the name.

Josie Swan
Director

Dear Halina and John,

We would like to thank you both, first for putting our faith back on real state agents. We had a bad experience selling our previous house, it didn't sell during 8 months of being on the market and we had to lower the price twice considerably which brought stress and dissatisfaction. After changing agencies twice, we sold the house privately but we still had to pay the last agent due to the contract we had signed a few days before someone knock on our door wanting to buy the house.

Many thanks for the selling of our house this time, with no stress and everything running smoothly all the way. This time it only took 3 weeks, the exact time Halina said it would take.

It all started by a flyer you dropped into our letterbox, offering a free house appraisal. It appeared very proactive to us and with a positive and honest approach. But we still asked another agent from a different company for another free house appraisal to compare the two and choose the best. We certainly made the right choice!

Halina's appraisal was far more professional, very well presented and she took her time to explain the market situation to us and her selling secrets and why it has worked well for her clients. She told us to trust her and not to worry about a thing. Halina's appraisal of our house was also higher than the other agent but, she kept saying that this was no indication for sure, that the market at the moment and the interest of the buyers was what wins in the end. Also that her selling option is the correct one and successful most of the time. She puts it all to human nature's behaviour. Halina can really get the best price for your house with this option.

From the start, Halina put us at ease and assured us that she works for the vendor. We are going to miss the almost daily talks on the phone with her. She really keeps you up to date on what it is going on, if nothing is happening, she still rings you for a little chat. We appreciated her human contact. After a few days she felt like another member of the family ringing.

We advise vendors to choose Halina and John as the team for selling their property. They will bring you success and the best price for your home.

From a happy and satisfied couple

Ariel and Ivonne Leigh

23.5.06

Dear Halima,

Re Sale Aro St

I was delighted at your help. You kept us in touch at all times. The method of sale was ideal & we got a fair price. In addition your fee and expenses were very reasonable. I am grateful to Lesley Carmichael for recommending you.

Yours Sincerely

Richard Cottrell

To Whom it May Concern:

The following is a reference for Halina Kuchiak of Leaders Real Estate.

I know Halina both as a buyer and as a vendor. When I purchased my house at 38 Orangi Kaupapa Road, Northland, Wellington in December 2003 Halina was the agent. I was impressed with her professionalism so when I decided to sell my house 2 and a half years later I asked her to be my agent.

Halina is very good at what she does. She designed a good marketing strategy for the house and advertising placements to match. At a time when there are a lot of houses on the market, achieving a good sale, or for some people any sale at all, has not been easy. Halina applied a great deal of diligence and application over a number of weeks when the market showed that this might not be an easy sale. She kept me informed of all developments on a daily basis, and on an hourly one when the need arose.

When a serious buyer made the first serious approach Halina's advice on the best way for me to proceed was invaluable. Her advice resulted in a sale price that I was more than happy with, and for an amount a significantly higher than would have been achieved if I'd been handling the negotiations on my own. With a good, but conditional, offer on the table Halina continued to actively market the house and was successful in securing another offer to come into effect if the first one should expire.

The house has now been sold for a price that I am very happy with. Accordingly I am happy to recommend Halina to anyone looking for a good real estate agent who is honest and active and gets the job done.

Regards,

Matthew Horrocks
Development Executive
NEW ZEALAND FILM COMMISSION

To Whom It May Concern,

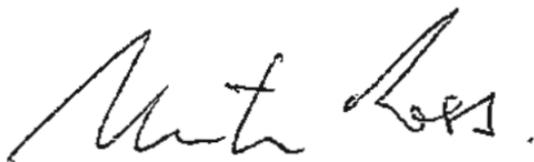
Re: Halina Kuchciak

I have recently used Halina Kuchciak of Remax Leaders Real Estate to sell two investment properties in Wellington.

Halina sold both properties within my timeframe and at good prices. Throughout the process I did not have to chase her once – she kept in regular contact and I was fully informed about what was going on, which was important to me as an absentee vendor.

I would recommend her to anyone looking for an efficient, professional agent with a down to earth approach.

Yours sincerely,

A handwritten signature in black ink that reads "Martin Ross". The signature is written in a cursive style with a large initial "M" and "R".

Martin Ross

Dear Stephen

RE: Selling my property with Halina Kuchciak

I would like to take this opportunity to provide you with some feedback regarding my experience of selling my home with Halina.

In mid-January I found my dream home. However in order to be in a position to make a serious offer I needed to sell my existing home within a two week time frame and for a premium price. Although I realised that this probably belonged in the realm of fantasy, I decided that I would not be comfortable if I did not at least try. At this point I contacted Halina. Within three days I had my first offer. Within ten days I was choosing between four offers. One of these exceeded my widest dreams. Two weeks later I have my dream home. Clearly the marketing strategies that Halina uses are extremely effective. I would like to commend the way in which she worked with me and kept me constantly up to date with progress-with the amount of personal attention I received it would have been very easy to believe that I was her only client. In addition to her effectiveness and professionalism, Halina was also fun to work with and I appreciated her realistic attitude, down to earth manner, and sense of humour more than I can say. Obviously now I have my dream home I do not expect to be requiring Halina's services in the near future. Nevertheless I will be recommending her to everyone I know.

Sue Calvert

To Whom it May Concern

I listed my house with Halina Kuchciak from Leaders because she marketed herself so well and at the time I was thinking of selling her flier was in my letterbox.

I never regretted the choice.

Halina was always professional in her approach and together we came up with a plan for selling the house. It was not a run of the mill type of place and I had little idea of what people were prepared to offer.

I had so many people through my open days as a result of the advertising and promotion of my house that although I felt despondent that every one of them didn't want to buy it I knew there would be a person waiting with a good offer and I was not in a hurry !.

Even when I received two offers below my expectations Halina did not force me to accept them and left the decision up to me and to my judgement.

Halina never bullied people into making a decision on the house and left it up to them to make an informed decision with all the facts; nor did she cover up the fact that some work needed doing.

In the end I received an offer which fairly reflected the value of the house and I am pleased I waited for it.

So thank you Halina and John. It has been a pleasure working with you both and with Leaders !



Fenella Bovett

Dear Halina and John

We write this reference with great pleasure and in appreciation of your support through the last 8 weeks of selling our house.

We had absolutely no hesitation in choosing Halina as our agent. We had met her previously when looking to buy and were very impressed by her outgoing, professional and personable manner. Halina's honesty was something we noticed right from the word go!

After not selling on a closed tender, it soon became obvious that we were dealing with a changing market and although houses were still selling, buyers were certainly not rushing in and had become more cautious.

The marketing of our house was outstanding and this was reflected in the high number of people at our open homes. Halina was amazing at reassuring us that the buyer was out there, but to be patient. Her positive outlook and regular correspondence ensured our confidence remained high.

The house sold and the offer was fantastic! Halina and John's guidance throughout the whole process was excellent. Our minds were certainly put at ease and as a result the patience we were advised to have paid off.

We are totally satisfied customers and wish to thank Halina and John for their 100% commitment to selling our home.

Regards

Cameron and Toni Mitchell

Dear Halina & John,

We just wanted to write a quick note to express our thanks to you both for the great job you did in the marketing and selling of our home.

Before we put our home on the market, we were aware that the Wellington market was experiencing some changes and we had some concerns whether the timing would work for us. After discussing these issues with you and hearing your planned strategy we felt more at ease.

We listened to your recommendations, followed your advice and as you predicted, within two weeks we had secured an offer that exceeded our expectations!

Once again, thank you both for your great service, integrity and fantastic communication throughout the whole process, you were wonderful to work with.

Kind regards,
Liz and Barney Stephenson

Dear Halina and John

Thank you once again in helping with the sale of our wee house. It's great now to be able to focus on moving and getting the new house ready for it's new "family"!!

We will certainly be recommending you!

All the best

Toni and Cameron

With all

Dear Halima,

Just a quick note
to thank you for your efforts in
selling our house 'across the road'
in Wellington.

Your enthusiasm and commitment
was in our humble view outstanding.
Your integrity was exemplified to us
when we had 2 buyers at the
same price. One buyer was your own
client and the other buyer was another
agent's. You suggested we go with the
other agent's buyer as the 'conditions'
were better for us. Even though this
meant less money in your own pocket.
Thanks again - we hope you have
a relaxing festive season.

Kind regards

John & Sharon

Mt Kenya



Hi Halina,

I've been meaning to send you the reference (apologies for the delay as only just back online)!

I have no hesitation recommending Halina Kuchciak as someone who sells houses! Halina kept me well informed throughout the house selling process; with regular updates and honest feedback from the open homes. Only a phone call away, Halina was able to answer my questions while providing up-to-the-minute market information. I also found her accomodating and sensitive to our particular requests while providing solid, professional advice.

Emma Luke

Hi Halina,

Thankyou for all your work in achieving such a good result in the sale of our property.

It couldn't be said that we had a "normal" sale process, however right through your experience and instincts could always be relied on to keep things in perspective and on track.

Irrespective of the path taken, the ultimate sale resulted within a fairly short time frame and at a price we were very happy with.

Thanks also to John for all his hard work behind the scenes.

A friend referred us to you and we can see why he did. We were very happy with the service you delivered and would be more than happy for you to refer prospective vendors our way.

Thanks again

Cate and Andre.

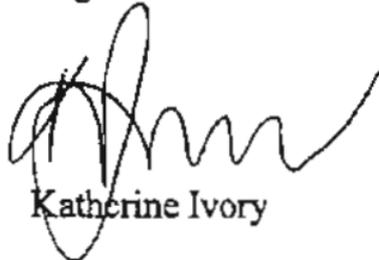
Dear Halina

Re: Sale of 65 Rhine Street, Island Bay

This is just a quick note to say thank-you for assisting me with the speedy sale of my property. I was very impressed with the advice you gave on the sale method and also the way I was constantly being kept informed of progress and feedback from buyers. Feedback was timely, honest and direct way. The property also looked great on the website and in the advertising – I am sure this helped get buyers in.

I would certainly recommend your services to others looking for an agent to assist in the sale of their property.

Regards

A handwritten signature in black ink, appearing to read 'Katherine Ivory', written over a circular stamp or seal.

Katherine Ivory

Dear Halina,

Thank you for all your efforts in the successful sale of 16 Lindum Terrace.

We found your realistic and professional approach and expert knowledge to be first-rate. You and John complement each other well. We were impressed with his statistical analysis and overview of the current market situation.

We warmly recommend your services to others.

Yours sincerely,

Pip Wall

Frank Wall

Pip Wall
Frank Wall

Dear Halina,

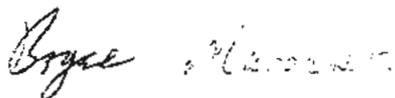
We are writing to thank you for handling the sale of our residential property which was successfully undertaken in a relatively short period of time. Your attention to detail and the helpful advice which you provided when we were initially contemplating the sale was much appreciated.

The method by which we should market the property was fully discussed with the options being (a) selecting a price with offers over that figure; (b) holding an auction; (c) offers by open tender or (d) the closed tender method. After considering the options and acting on your extensive experience we decided to use the closed tender with two open days on prior successive Sundays.

On each of the "open days" extending over half an hour in excess of 70 people visited the property which gave some indication of potential buyer interest in this sought after location. At tender closing time eight tenders had been submitted and it was a pleasure to be present when each envelope was opened. The highest unconditional tender exceeded our expectations and was accepted. We can certainly recommend this method of sale.

Again, our grateful thanks for your consideration and attention in handling of the sale of our property.

Yours sincerely,



Bryce & Margaret Morris

Dear Halina,

Now I have settled into my new home, I would like to take the opportunity to thank you for all the work you did to achieve the sale of my former property and the purchase of 4/6 Heaton Terrace.

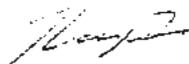
I was in the difficult position of having to make the sale of my home a condition of my offer on the Heaton Terrace apartment and while I would never claim the process was stress-free, I am very grateful you were the agent I dealt with.

As well as being friendly and a pleasure to deal with, you were always professional and efficient – that I received an offer the day after the first open home was, I'm sure, largely due to your marketing and negotiating skills.

Moreover, while remaining professional, committed to the process and to achieving a sale, I also felt you genuinely cared about my situation and were just as committed to ensuring I achieved the outcomes I wanted.

I will never forget your kindness and will not hesitate to recommend you to friends and acquaintances who decide to sell their homes.

Yours sincerely



Karen Peace

Dear Halina

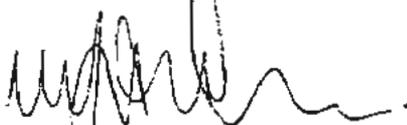
Thank you so much for selling my home. I have to admit I was very apprehensive about the whole selling process in the beginning with not really knowing what the result was going to be. And what a result, not only did you negotiate a fantastic price for my home that I never dreamed of, you also negotiated terms and conditions, like a six month long settlement, that I didn't think anyone would agree to.

I was greatly comforted with your attention to my home security requirements and was blown away with the amount of time you spent explaining things to me, your patience and understanding of my requirements was exceptional.

When you first presented the offers to me at the end of the tender process, I felt absolutely no pressure to accept them, rather I realised it was more important to you that I was completely happy and satisfied with the offers than anything else, and for this you have my gratitude. The offer I did accept was amazing and I was more than happy to agree to it.

It is very rare that I am impressed with the performance of others with so many providing services that don't meet even a basic level of competency. In this way you are an exception. Please forward my name to any of your future clients to use as a referee as it would be the least I could do for you after what you have done for me.

Yours Sincerely

A handwritten signature in black ink, appearing to read 'Michael Colson'. The signature is fluid and cursive, with a long horizontal stroke at the end.

Michael Colson

Halina Kuchciak
PO Box 10853
Wellington

Dear Halina,

We wish to thank you from the bottom of our hearts for your great work at selling our house.

Due to the arrival of our first baby we faced a difficult decision – to let go of our much loved home. Selling a house, and especially a property one has grown to love and call home, might become a long and wearying process. Halina, you have made this process painless, easy and extremely successful. Your constant updates were truly helpful, we never felt left in the dark. Moreover, we felt that our house, our needs and wishes were always top priority for you. Clearly, your immaculate dedication and professionalism bore fruit – the house was sold fast and for a very good price.

Please thank John too, both of you are praiseworthy.

To Whom it May Concern:

I am writing in reference to Halina Kuchciak and her associate, John Reyna, who successfully sold our house at 49 Northland Road. It was a great pleasure dealing with this team. They are professional, efficient, and very effective real estate agents.

Halina kept us informed at every stage of the sales process and was very attentive. She made everything seem easy. Selling a house can be a stressful procedure, but Halina was always calm and her sense of humour kept us positive throughout the process.

We have no hesitation in highly recommending Halina and Associates for real estate transactions in Wellington.

Sincerely,

A handwritten signature in black ink, appearing to be 'Lg' followed by a horizontal line.

Laurie and Martin Jackson

To whom it may Concern

Halina Kuchciak of Remax Leaders recently sold a house in Lyall Bay on my behalf.

After interviewing 4 other Estate Agents I choose Halina because of her obvious ability; this was well supported by her totally professional performance throughout the selling process.

Halina choose to sell the house by Closed Tender and we were extremely pleased with the result which was well above our expectations. The sale was conducted very smoothly and totally hassle-free to us. Halina's communication with us was first class and I had full confidence in her ability at all times.

I am pleased to recommend Halina Kuchciak as an efficient, professional and skilled salesperson – and an absolute pleasure to work with.

Andrew Monahan

Dear Halina

Thank you for your great effort in helping us sell our property.

We have been very impressed with your expertise and professionalism. Your skill in marketing the property and your intuition in choosing the right timing and strategy for the sale helped us sell at a price well above our expectation.

Your bright attitude and personality made it a real pleasure to work with you.

We will highly recommend you to any other vendor.

Thanks again and we wish you and John all the best.

Kind regards

Roseth Cirano

Simona Pietri

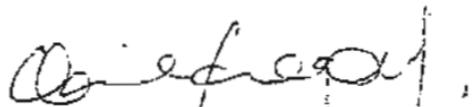
To whom it may concern

We have no reservation in recommending Halina Kuchciak and Associate as Real Estate Agents.

Halina marketed and sold our house with rare enthusiasm. She and her associate favoured a two and a half week Closed Tender sale with no buyer enquiry figure. This approach worked well for us. A vigorous marketing campaign was undertaken including superb photos and good press coverage. We were easily able to accept one of the tenders that was presented on the closing date.

In our opinion, Halina's knowledge of the market, her friendly style and professional approach gave us a distinct advantage in selling our home.

A. C. Smout -



Andy Smout and Claire Gregory

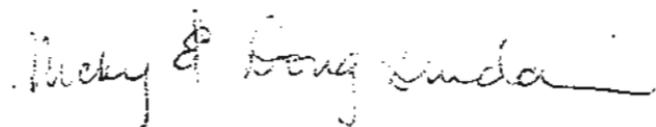
Halina Kuchciak
15 Brandon Street,
Wellington,

Dear Halina,

Doug and I would like to thank you for once again coming through for us with the sale of our house in Newlands. We especially appreciate how you took the time almost daily to phone us and let us know the progress that you were making. The very easy process you use for getting advertisements placed without making us feel pressured was wonderful, and the constantly positive attitude you have – it made selling the house painfree!

What more can we say except that we recommend your services to everyone.

Kind regards,

A handwritten signature in cursive script that reads "Nicky & Doug Sinclair". The signature is written in dark ink on a white background.

Nicky and Doug Sinclair

Dear Halina + John

Thank you so much for your help in selling our house. We were really pleased with both the process and the outcome and enjoyed working with you. Our only disappointment was that you didn't get the whole commission!

Please accept this gift voucher for Lega Brown as a token of our appreciation for your hard work.

Angela + Chris

Dear Halina

We just wanted to write and formally thank you for the great job you did in selling our home. People don't often take the time to write in today's busy world but when you have done such a wonderful job we thought we you deserved such praise.

We have bought and sold four homes over the last ten years and some of the experiences we have had with real estate agents has not been good. You have put our faith back into real estate agents. With both of us coming from service backgrounds we had certain levels of expectations. You not only met these expectations but exceeded them. We found you were professional but relaxed and appreciated that you were not pushy as some real estate agents can be.

It all started by you dropping a flyer into our mail box offering a free market appraisal. This to us showed that you were proactive out in the market and looking for new business. We had asked several people to give us market appraisals and were impressed by your positive comments about the house and ideas on how to market it. You listened to our thoughts and comments and came up with similar strategies to ours, but only better. One important aspect about any service industry is the ability to listen and you have that skill.

One of the most frustrating aspects from a vendors point of view is not knowing how the sale process is proceeding. By you keeping us fully informed of developments as they occurred was very much appreciated. We found it very nice when one day you rang out of the blue just to say hello. You did not have any news but it was great to see you were just keeping in touch which does not happen much these days given the busy lives we all lead.

The above is all fine but when it comes down to it everybody who sells a house is hoping to receive top dollar for their property. This is where you certainly out performed our expectations. We had hoped to make a tidy profit on our house but with the price you secured for us, to say we were extremely happy, would in fact be an understatement. Thank you, thank you, thank you.

We would have no hesitation in recommending you to any prospective sellers. We enjoyed working with you and appreciated the lovely bottle of bubble you surprised us with after the deal was sealed.

Best wishes and kind regards

Graham & Nerolene Free

REFERENCE FOR HALINA KUCHCIAK

To whom it may concern

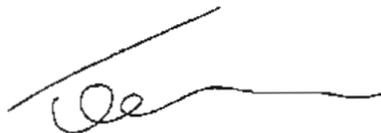
We retained Halina to act on the sale of our Northland, Wellington house in January 2004. We were in the process of relocating overseas and required a quick and efficient sale.

The result speaks for itself - our house was sold within three weeks and at a substantially higher price than we had thought possible. This result was largely due to the excellent pre-sale advice from Halina. She understood our requirements and objectives and structured the sales process and advertising in a way that maximised our chances. Following the sale, Halina took care of all the details and ensured that we had to spend as little time as possible completing the transaction.

Throughout the sales process Halina was excellent to work with. We found her extremely professional and trusted her completely.

We fully recommend Halina to potential clients.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Tim Orsman', with a long horizontal flourish extending to the right.

Tim Orsman

To Whom It May Concern:

Over the past 4 years we have had experience with Halina both while looking to purchase a home and while selling our home. My first dealings with Halina were during 1999 when I was looking for a suitable home, over a period of several months I found her to be very helpful, enthusiastic and able to understand my needs in finding the perfect home for myself.

As a result of this experience in 2003 when it came time to sell Charlotte and I chose Halina to market our home. The Property was marketed on a 4 week closed tender during this period Halina provided us with regular feedback on the progress of interest in our property and was always available to us to discuss any question we had. As a result of Halina's marketing and negotiating skills we sold our house for an exceptional price.

Halina's experience in the Wellington Real Estate market was invaluable while marketing our property this combined with her professional attitude and presentation made selling our home a less stressful and more beneficial experience. We would not hesitate in recommending Halina to both purchasers and sellers of properties.

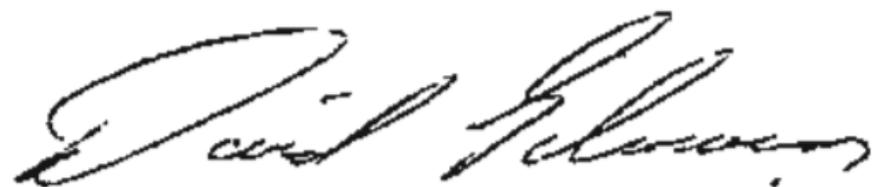
Regards

A handwritten signature in black ink, appearing to read 'AR' followed by a flourish and a period.

Andrew & Charlotte Ryan

It is not that often that I have come across a real estate agent that I would be prepared to deal with again – let alone recommend to others contemplating buying a property. But with Helena I have no hesitation what so ever in recommending her. I have found her to be honest, very experienced in the art of selling real estate and extremely hard working. She was a pleasure to deal with and believe that she obtained the best price possible for our residence.

David Gilmour
Wadestown.

A handwritten signature in cursive script, appearing to read "David Gilmour". The signature is written in black ink and is positioned below the typed name and address.

Dear Halina,

We would both like to express how happy we were with our recent house sale, which you handled for us. We believed that selling the house would be quite a stressful process - especially as we have a 6-month-old daughter - but you made it appear seamless and very easy for us.

The price you attained was well beyond our expectation & I believe directly down to your skill & experience as a real estate agent.

Thank you again, kind regards

A handwritten signature in black ink, appearing to read 'Mark Warrior'. The signature is fluid and cursive, with a large loop at the beginning.

Mark Warrior

Dear Sir,

We are writing to express our gratitude and to say thankyou to Halina Kuchciak and her associate John Reyna for the wonderful work they did recently in selling our home in Karori.

Our family have relocated many times and know the stresses with such a event. The first part of this journey could not have been smoother.

Halina read the market 100% and consequently our house was sold within three weeks. We have never come across Real Estate Agents so totally professional and dedicated. Halina gave us many options as to how to market our home and at no time did we feel pressured in any way into making any decisions we were uncomfortable about, her communication was outstanding. We would have no hesitation in recommending them or your company.

We wish Halina and John all the very best in the future.

*Kind Regards
R & S Wakelin*

Re: Halina Kuchciak

We would like to take this opportunity to record the professionalism provided by Halina Kuchciak of Leaders Real Estate during the recent sale of our property in Brooklyn.

Our first contact with Halina was at an open home some three years previous and it was evident from this meeting that Halina was an agent committed to working for the vendor. Her comments of properties she had listed were positive and if there was a negative aspect, her response was measured ensuring it did not detract or affect the value of the property. She had an excellent knowledge of the comparative market and it was our impression that she had little tolerance for buyers offering significantly lower than market value.

When it came time to sell our property in Brooklyn we had no hesitation in offering Halina sole agency. We had no idea of the property value or potential but our confidence in Halina was such that we left the decisions on how to best market the property to her. Her recommendations were accepted without question.

During the sale period Halina provided constant feedback and comment from clients shown the property by herself or colleagues from Leaders Real Estate. Her advertising material was well prepared and achieved maximum exposure. She kept watch on the various advertisements and changed her advertising plan as and when required. The property was sold within six weeks and the sale price Halina achieved maximized the potential of the property.

If you engage Halina you will be rewarded. Her ethics are genuine and her commitment to the vendor is absolute from beginning to end. We have no hesitation in recommending Halina to anyone considering selling a property.

A handwritten signature in black ink, appearing to read 'Rhys and Celia Montgomery', written in a cursive style.

Rhys and Celia Montgomery

Dear Mr. Levy,

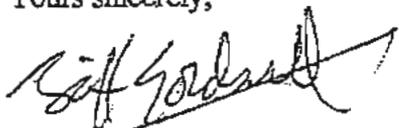
RE: PROFESSIONAL SERVICE FROM LEADERS

I am writing to thank you and your staff for what proven to be 15 years of extremely professional service.

I purchased my property in Brooklyn from Leaders in 1987. I was very impressed with the real estate agent from Leaders in comparison with agents from other companies and for that reason I chose to leave the management of the property with Leaders. I have had excellent service from your company ever since. I have received regular reports regarding the condition of the property, sound advice with regard to any maintenance issues, good workmanship from your trades people and I have had very good tenants; something I attribute to your organisation overseeing the house and grounds. Most recently I have enjoyed the services of a very professional real estate agent when selling my property. Having been in the service sector for some twenty years I appreciate that good service doesn't happen by accident. It happens through hard work and attention to detail and in my opinion your staff are well versed in both.

Having sold my property yesterday I am in a position where I no longer require your services. I am sorry to be ending such a pleasant business relationship. I feel that I must acknowledge your excellent service and I ask you express my thanks to Marie Baker who has administered the property and looked after me so well for all those years. Alex Theodridis has been extremely helpful with reports and maintenance suggestions. Finally, my thanks to Halina for her hard work and sound advice regarding the sale of the property.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Giff Goldsmith', with a long horizontal flourish extending to the right.

Giff Goldsmith.

Dear Halima

Mark and I would like to thank you for the first class service you gave us recently as our sole agent to sell our home in Seatoun. Thank goodness you advertised your services in the local paper just prior to our decision to put our home on the market. There is a plethora of real estate agents out there and it is always difficult knowing who to choose when it comes to the important handling of a house sale.

At our first meeting with you we were quickly struck with your honesty and friendliness, and your high level of professionalism. Immediately we felt confident about your abilities and knowledge in the real estate business so much so that we gave you sole agency on the sale of our property. We felt you gave us realistic options to consider about how we might best market our property. In addition, throughout the entire marketing process we felt included and had some level of control over the process. We had previously experienced average to poor performances from real estate agents which had made us feel cautious this time around.

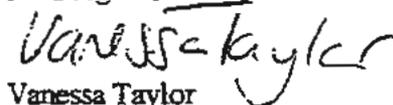
We particularly liked the way you kept in regular contact with us about progress and any developments following open homes and all those home visits in between. We also liked the way you and your partner John Reyna involved us in the presentation of our home through the *Property Express* and *Dominion Post*.

We were so pleased that our property sold quickly and we have no doubt that this was due to your highly efficient management of the handling of our house sale. We have already been highly recommending your services to our friends and colleagues.

Finally, Halima, we would especially like to thank you for those personal touches which we, and our children, greatly appreciated. There is no doubt in our minds that you went the extra mile for us.

We wish you all the best in the future.

Kind regards


Vanessa Taylor

Hi Halina

Thanks for all your work in marketing and selling our home in Northland, Wellington.

We were delighted with the sale price that we obtained and the relatively short (2 weeks) marketing period that this was achieved in. Your advice regarding the initial marketing strategy, a very clear idea of the potential market that we were targeting and the many useful hints and tips that you gave us, particularly regarding presentation of our house for open homes, all combined to result in a number of tenders and an excellent sale price.

As marketing a house can often be an anxious time, we appreciated your regular updates and feedback on how things were progressing, not to mention your calm assurance before the tenders were due! We would happily recommend you to others thinking of selling their property in future.

Kind regards

Brett Honeyfield & Gabriel Marcroft

Dear Stephen

We simply have to let you know just how much we appreciated all that Halina Kuchciak and John Reyna did to facilitate the exceptionally successful sale of our townhouse in Wilton.

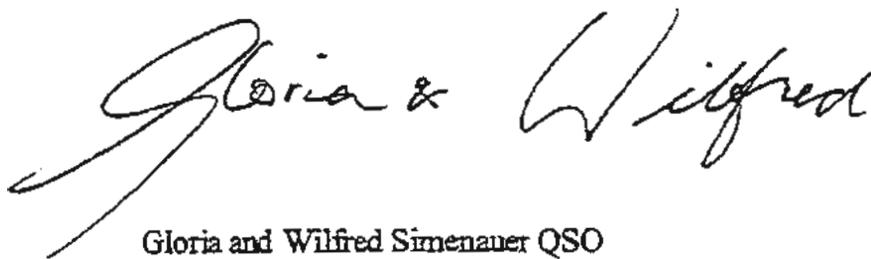
It was not only Halina's efficiency that impressed us, nor the fact that she kept us continually informed of every step that was being taken, but also, her charming and helpful manner which facilitated the smooth running of this sale, in what otherwise might have been a very stressful time for us.

Moreover, we would like to thank her for the wisdom of all her advice, concerning the various options that were open to us at the crucial initial decision-making time and throughout the entire sale process.

Finally, as well as our having had such a happy business collaboration, we would also like to emphasize what a pleasure it was to have had the opportunity of meeting Halina and John.

We would like to thank her again, and extend our best wishes for many successful sales in the future.

Yours sincerely

A handwritten signature in cursive script that reads "Gloria & Wilfred". The signature is written in dark ink and is positioned above the typed name.

Gloria and Wilfred Simenauer QSO

Dear Halina

I thought it appropriate to write to you before we move to our new home in the Wairapapa.

Christine and I are both delighted that we were fortunate enough to select you as our agent to sell our home in Brooklyn.

We were impressed at our first meeting when you called and went through, in detail, the matters that we needed to take into consideration when planning to sell our home. You gave us numerous options but did not try to influence our ability to make the final decisions. So impressed were we with your presentation that we did not bother to contact any other agent, and gave you sole agency on the sale of our property.

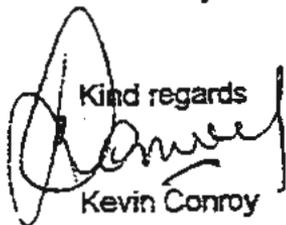
We were grateful for your advice prior to each "open home" and how you checked out with us each morning before they took place. Equally we appreciated your prompt reports after each of the open homes had taken place. Your telephone calls updating us on a variety of matters made us feel that we were always in touch with what was happening, that we were in control of the process of the sale and that you were working in our best interests.

The actual sale of the property happened quickly no doubt due to your management of the process of the sale.

We were thrilled with the professional and friendly manner you displayed in all your dealings with us and we would certainly recommend you to any of our friends that were considering the sale of their home.

We wish you well in the future.

Kind regards

A handwritten signature in black ink, appearing to read "Kevin Conroy", written over the typed name below.

Kevin Conroy

Dear Halina

I am writing to thank you for your efforts in connection with the sale of the property owned by trustees of whom I am one.

As you know, the trustees previously had the property listed with another agent. The offers elicited by that agent were not acceptable to the trustees and, on the recommendation of a Wellington solicitor who has lengthy experience of transactions involving residential property, they made a decision to instruct you.

You recommended a different marketing approach and expressed confidence that the property would be able to be sold for a price acceptable to the trustees. You pursued your strategy with diligence but were also flexible enough to change it when you felt there was a need for that. When progress initially seemed somewhat slow, and the agreed marketing budget was exhausted, you arranged further advertising but did not call on the trustees to contribute towards the cost.

You have been assiduous in keeping me informed as to the level of interest being shown, and statements being made, by people attending the "open homes" and your appraisal of the likelihood of those people making offers proved to be realistic.

Ultimately the property was sold through you for a price which exceeded the highest valuation known to me and therefore my expectations. To say the least, I am grateful for that. But what is also important to me is the way in which you have gone about your job. In your dealings with me in relation to this property you have been patient, courteous, informative, helpful, determined and professional. I have found it a pleasure to be advised by you and will make a point of conveying this to the solicitor who recommended you.

Please accept my grateful thanks.

Tim Fookes

Dear Stephen

We would like to acknowledge in writing the excellent service provided by one of your sales team, Halina Kuchciak.

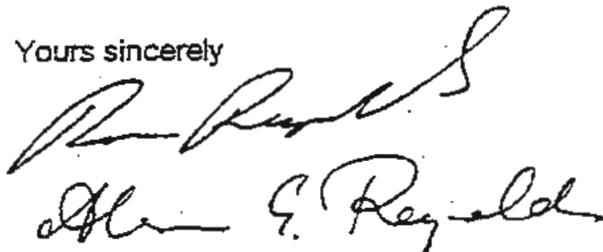
Today our property was sold using a closed tender process. We were delighted that a total of seven tenders were submitted, all above government valuation and most of them cash offers. The top offer was just a fraction under 20 per cent above government valuation.

Halina excelled in many areas. From the outset she has been a tireless promoter of our property. She organised excellent advertising, ran three "open homes" in a very professional manner and also generated a considerable number of inspections from other potential buyers. Of particular note has been her communication. On an almost daily basis she has kept us fully informed of progress with the sale. And at all times she has been very pleasant.

Another satisfied seller suggested we seek out Halina's services and that referral proved to be an excellent one. We can only endorse that client's warm recommendation.

With thanks

Yours sincerely

The image shows two handwritten signatures in black ink. The top signature is a cursive signature that appears to be 'Ron Reynolds'. The bottom signature is also in cursive and clearly reads 'Alison G. Reynolds'.

Ron and Alison Reynolds

To whom it may concern

Regarding: **Halina Kuckciak**
Leaders Real Estate Ltd
PO Box 10 853
Wellington

Halina Kuckciak sold our home during September 2002. We were very pleased with the level of service Halina gave us during that period.

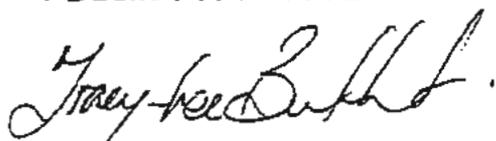
The key points about Halina which impressed us:

- We expected around \$345,000 for the property, she got us \$403,000
- She delivered 100% on what she promised
- She conquered her fear of my dogs in order to provide us with her full attention during the four weeks our property was on the market
- She demonstrated a keen intuitiveness about us, our needs and the best method for selling our property
- She worked incredibly hard
- She is sincere and speaks her mind
- She bases her advice on her wealth of experience and a sound knowledge of the industry

We would definitely use Halina again if selling a property in the future. She certainly made selling our home a much more enjoyable experience than we expected and we are grateful to her for this.

Regards

T-L Burkhart & PK Feltham



Dear Halina,

please accept my sincere thanks for your your kind assistance in the successful sale of my home in Argentine Avenue.

The fact that we gained the full market value for the property was undoubtedly due to your professional competence in handling all the arrangements.

Because the property had been my home for the past 30 years selling it tended to be a bit stressful. The kind ,thoughtful way you handled matters was greatly appreciated.

Again, thank you for all your help. I would have no hesitation reccomending that anyone contemplating buying or selling a property avail themselves of your professional help.

Yours faithfully,

A handwritten signature in black ink, appearing to read "Garth Harrison". The signature is fluid and cursive, with a large initial "G" and a long horizontal stroke at the end.

GARTH HARRISON

DEAR HALINA + JOHN,

JUST A NOTE TO EXPRESS OUR
HEARTFELT GRATITUDE FOR YOUR
SUPPORT AND CHEERFULL DEMEANOR
DURING THE TIME IT TOOK TO SELL
OUR HOUSE AT 125 KAREKA ST.

IT WAS A PLEASURE FOR BOTH
WAIMANIA + I TO MEET AND
CONSULT WITH YOU + JOHN DURING
THE WHOLE PROCESS. WE WOULD
UNRESERVEDLY RECOMMEND YOU AS
A REAL ESTATE AGENT TO ANY OF
OUR FRIENDS.

AFFECTIONATE REGARDS

TIM ODYNE
+ WAIMANIA WALLACE.