

Mr.Nick Howe-Smith

Bayleys Real Estate

Takapuna.

Dear Nick

Estate Agent- Adam Curtis

I would like to register my special appreciation of Adam's handling of various purchases/sales of commercial units we have owned over the last eighteen months or so.

I first contacted Adam in early 2015 regarding an industrial unit in Rosedale Rd he was marketing. Through no fault of his we didn't succeed in purchasing the unit owing to change of direction by the owner.

At first, prior to meeting up with Adam I was a bit hesitant about dealing with a young man who I imagined would not have the necessary experience in commercial property (given I hadn't come across too many younger men in the commercial field).

However, I am pleased to say that my doubts were soon dispelled when we met up -and from there on Adam continued to take a keen interest in our endeavours to find a suitable property. Though it was not his special area, he soon came up with an office/warehouse in Triton Dr. which he then smoothly negotiated the slightly tricky purchase which involved dealing with a water leakage issue. Adam carefully disclosed all the relevant info to deal with it.

The vendor had been slack in attending to the matter and an opportunity was seen to correct what was a quite simple repair job left unattended to by the vendor. The work needed to be done was established and eventually the BC attended to the repairs.

Immediately following purchase Adam within a week found a new tenant for the warehouse which was then let at a top rate.

Following further regular contact- and especially his assistance with a rent review in May this year (including dealing with a difficult tenant on our behalf) Adam, following our eventual completion of the review and soon after listing the property, found a buyer whom he negotiated with to reach a top price; and at a better rate than had formerly been the norm for an office/warehouse block.

In fairness I have to say that I did push Adam a bit as I was outside the norm and he was concerned I think that I might be being a little unrealistic with the price. He did however reach my assessment of the value and we settled at very good new bench mark price.

Adam soon came up with a very good vacant retail unit (having earlier recommended buying into retail property) for which he again soon found a tenant-with virtually no loss of rent!

If all this wasn't good enough, on the very day of settlement in early August of the office/warehouse unit, Adam again came up with another unit in the same block for which he then negotiated a quick settlement- which was specifically required by the vendor. It was a win-win deal and after a month allowed to the vendor to vacate the premises, Adam is now working on obtaining another suitable tenant;

wait there is more; Adam soon found a suitable tenant but following a suggestion by me he arranged for the prospective tenant to view the slightly larger already tenanted unit (for which the lease expires 1st December).

Lo and behold Adam then negotiated only last week with the prospective tenant an offer to lease this unit as from expiry, for a four- year term, with ROR for a further four years; not bad going in short time.

In addition, Adam has some strong interest in the vacant smaller unit. I don't anticipate it will take long for Adam to again come up with a suitable tenant.

All of the above is only a brief resume of Adam's efforts to date.

In general, I would like to say that it has been a most pleasant association and trust will remain so; Adam demonstrates very good sense of balance with an ability to "change hats" when he is not quite on my side-working for the vendor- and walks that most difficult line in real estate of staying onside with the vendor without upsetting the buyer-who might not always understand the divide and see it the same way.

Adam, being also well qualified, has demonstrated great integrity, maturity, astuteness and balance, along with a good sense of humour and friendship, while still maintaining a professionalism that is beyond his years.

I should add further; Adam "goes that extra mile"-which is much appreciated. All this I expect allows him to deal effortlessly with people of all ages and experience in the world-and is what ideally is required in the often tough business he is in.

Adam in short, in my view is an asset to your business-a most affable and pleasant young man who should go a long way in his chosen career.

B.T.HICKS

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