

# Teamwork

Property address: 2/39 Ednah Street, Como

---

Alan Bourke was asked to list this property by a previous client who was selling on behalf of his mother-in-law. During a sales meeting, a member of our sales team revealed he had a seller – who had just sold in Kensington – who was interested in buying such a property. We arranged a VIP private viewing, which resulted in the buyer purchasing the property within only seven days of it being listed for sale.

This teamwork saved the sellers around \$2000 in marketing fees and achieved an excellent result for everyone involved.



# Bourkes Magazine

Property address: 52 Arlington Avenue, South Perth

---

While opening this property for inspection, we encountered a very flustered buyer. This person had just seen the property in our Bourkes magazine, which she was reading in a coffee shop on Angelo Street, South Perth. She had checked the Bourkes website on her phone and found that the property was open for inspection at that moment!

Immediately, she jumped in the car and drove the five minutes to the property, just in time to inspect it. She loved the property and, subsequently, bought it – all thanks to Bourkes magazine!

