

To Whom it may concern

RE : Reference for Scott Banister-Jones of Scott BJ Properties

Although this is a reference for Scott Banister-Jones of Scott BJ properties I would like to make a few statements up front to support why I've written it.

- 1) Generally I'm not a big fan of real estate agents in Perth. In my experience they tend to expect a huge commission for doing very little work other than stand around the property handing out brochures. When I met Scott I completely changed my point of view, for the better.
- 2) This reference has been provided un-prompted. I was impressed with Scott's work I asked his permission to write it.

I first met Scott in 2013 as I was interested in renting out one of my properties. Scott was able to assist in this matter and we found a tenant quickly and without fuss.

When I first met Scott I was impressed. He didn't look like your average real estate agent and he came across quite casual in his manner and very easy to get on with. I soon realised that this casual appearance does not reflect his work or his ability to achieve great results. I am also a professional who is involved in real estate and have met many other agents over my years of investing in property yet I was pleasantly surprised to meet Scott particularly in his openness and honesty. He said upfront that he would say it like it is and it's something he stood by throughout the sale.

From the moment I enlisted Scott to sell my house I was blown away by the speed and efficiency of his work. From arranging for the photos to private inspections from clients on his database prior to the initial opening every aspect was handled professionally and quickly.

At no stage did I feel pressured to do anything I didn't want to do. This was one of my first investment properties and one I held quite close to my heart so Scott made it his mission to make sure I got the result I was looking for.

Scott obtained a number of offers from buyers well above my expectations and all above the asking price. In the end it was a hard decision between accepting an offer subject to finance that was high or a cash offer that was a little lower. Scott advised me to take the higher offer that was subject to finance as he believed the buyer's intentions and due diligence were strong and worth taking the chance.

I would like to close impressing that I can't say enough about Scott. If you want someone to sell your property you won't regret using Scott Banister-Jones

Kind regards



Peter Hinkley
Property Investor
0422 548 012