



SOMETIMES mixing business with friendship can be a positive thing, as was the case for Epiphany Property principal Annie Rodway-Cicero.

Her daughter Chanel's chance meeting with a young Englishman in Claremont eventually led to Mrs Rodway-Cicero offering buyer's agent services along with her repertoire as a selling agent.

"When Chanel was attending St Hilda's High School she used to hang around the Claremont Quarter every Friday - as a lot of school kids did - and it was there where she first met David who had arrived in WA from Dubai with his mum and two brothers only a couple of weeks beforehand," she said.

"After talking for a while Chanel found out that David's family were looking for a house, but his mother Annalisse was daunted by the prospect, as her husband - a pilot for Emirates - was still based in Dubai.

"So Chanel spoke to David of my real estate agency and was soon on the phone to let me know she had found a lead."

Mrs Rodway-Cicero said that although her focus was only working as a selling agent, she was happy to lend a hand as a buyer's agent instead.

"The focus is obviously on the buyer, who retains you under contract, so there is a commitment there - a lot different to trying to sell a home to someone, only to have them buy a home from someone else, which is quite deflating," she said.

"It was fairly quiet on the sales side of the property market so I got Annalisse's number from Chanel and called her and she was delighted to connect with me as both of us are originally from the UK.

"I went along to meet her and her husband Karl, who was in town with a flight crew; we hit it off straight away and I was happy to work as the buyer's agent, taking the load off Annalisse as Karl needed to work away."

Mrs Rodway-Cicero eventually found the family a stunning house in Wembley Downs as the boys were attending Hale at the time.

"It ticked all of the boxes - the listing agent was chuffed that I was not asking for a split conjunction fee and I found working with other agents an absolute breeze," she said.

"Chanel and David are still firm friends as I am with Annalisse - the whole experience was a positive one, which has led to our recent launch of Buyer's Agency Services at Epiphany Property."