



Twiss-Keir Realty Ltd

▶ Mortgagee Recovery Division



[www.harcourtsmortgagees.co.nz](http://www.harcourtsmortgagees.co.nz)





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## ▶ Introduction

Harcourts Twiss-Keir Realty Ltd offer you the specialised service of their Mortgage Recovery Division. Having successfully run in excess of 200 mortgagee sales, the team understand this type of sale requires empathy towards all parties to make the sale process run smoothly. A strong marketing campaign and an extensive client database ensure competition for the property and ultimately the best possible results for the vendor.

Harcourts Twiss-Keir Realty has successfully conducted mortgagee sales for a variety of lending institutes and legal firms.

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## ▶ The Harcourts Advantage

Harcourts International Ltd is the largest real estate group in New Zealand and the fastest growing real estate group in Australasia. Harcourts has been in existence since 1888.

Harcourts International Ltd has 463 offices and over 3,400 sales consultants

- **New Zealand** 191 offices 1814 sales consultants
- **Australia** 247 offices 1175 sales consultants
- **Fiji** 2 offices 15 sales consultants
- **Indonesia** 15 offices 180 sales consultants
- **Singapore** 1 office 180 sales consultants
- **China** 6 offices 50 sales consultants
- **Zambia** 1 office 5 sales consultants

Harcourts International Ltd exceeded a record \$18.5 billion in sales for the 2008 financial year.

Harcourts has the highest national preference and highest top of mind awareness for real estate agencies amongst homeowners in New Zealand (ACNielsen March 2007).

[www.harcourts.co.nz](http://www.harcourts.co.nz) is New Zealand's most visited real estate group website with over 140,000 unique visitors within August 2007 alone (Nielsen/NetRatings).

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## ▶ Harcourts Twiss-Keir Realty Ltd

Operating throughout Canterbury for over 11 years, Harcourts Twiss-Keir incorporates a substantial body of knowledge and expertise to optimise our client's real estate assets.

Harcourts Twiss-Keir has over 70 dedicated consultants and 15 support staff working in our five offices across Canterbury.

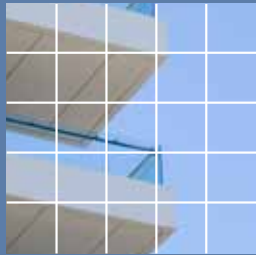
As a team of professional marketing and negotiation consultants we are committed to excellence in service and results. Our aim is to utilise all the Harcourts marketing resources to sell property for the highest price, in the shortest possible time, with the least amount of disruption.

At Harcourts Twiss-Keir we offer a full spectrum of real estate services from residential, rural, lifestyle, commercial, residential and commercial property management, and a mortgage recovery division.

Our team of consultants recognise for them to be successful, we must first help our clients achieve their goals. To this end, we are committed to excellence in service to create "Clients for Life."

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## ▶ Mortgage Recovery Division Profile



### TRISTAN HARCOURT

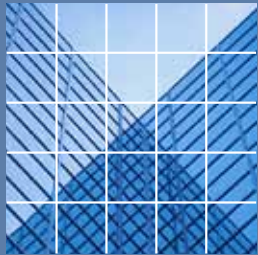
- Senior Property Consultant
- Over 11 Years experience
- Specialist in mortgagee sales

Tristan's passion is ensuring his clients get the right result 1st up. He is committed to working for you and will leave no stone unturned in order to get you the very best result - that is his promise. Tristan's clients largely stem from an extensive database and contact system - a testament to his work ethic, hard work and results.

P: 03 385 8585

M: 027 4330 112

E: [shirley@harcourts.co.nz](mailto:shirley@harcourts.co.nz)



## ▶ Mortgage Recovery Division References

- I have a long standing relationship with Tristan Harcourt and Harcourts Twiss Keir Realty Limited and have processed a significant amount of business and property transactions, for and on behalf of our many and varied clients through them. I have no hesitation in recommending Tristan to you and welcome your call to discuss.

**Mark Reid, Manager SBS, Christchurch. P: 03 9634905**

- I have been fortunate enough to have a business relationship with Tristan Harcourt from Harcourts Twiss-Keir Realty for the past 8 years. My role as SBS Debt Recovery Manager includes managing all Mortgagee Sales for the society and I am pleased to be able to state that I am impressed with the level of commitment, the professional attitude and most of all the financial results that Tristan Harcourt has provided SBS. I can also state that I have, and will continue to, recommend potential sellers, solicitors and other financial institutions using the most effective and results orientated real estate consultant.

**Craig Heyrick, Debt Recovery Manager, Head Office, SBS**

- Tristan Harcourt of Twiss-Keir Realty Ltd has conducted a number of mortgagee sales on behalf of our firm and firms clients. We are totally satisfied with his performance and results.

**Paul Gooby, Partner, Cavell Leitch Law**



## ▶ The Process of a Mortgagee Sale

- Instructions from client or solicitor to prepare proposal.
- View property, prepare valuation, market analysis.
- Select best method of sale i.e. auction, negotiation, tender or private treaty.
- Tailor a marketing plan for the property based on the above decision.
- Authorisation to commence marketing.
- Contact mortgagor and explain situation and benefits of working together to achieve best results for both them and the mortgagee i.e. gain rapport
- Commence marketing, (Order LIM, Title, book advertising).
- Mail out to 400+ Harcourts agents and extensive client databases.
- Supply potential purchasers with information packs
- Feedback, weekly reports for the mortgagee.
- Auction / sale day / private treaty / tender closes.



## ▶ Why Choose Harcourts Twiss-Keir

- Vast experience in this form of sale with in advance of 200 mortgagee sales.
- Full service operator.
- In-house marketing department, providing graphic designer & marketing co-ordination.
- In-house auctioneer and auction facilities.
- Industry leading marketing - Bluebook, Press, [www.harcourts.co.nz](http://www.harcourts.co.nz), [www.realestate.co.nz](http://www.realestate.co.nz)
- Tailored information Packs - These include property information, photography, LIM, Title, Contract, Rules of auction / the auction process, + anything further the vendor requires.
- The ability to market in any form i.e. tender, priced, no price marketing or auction.

### THE POWER OF THE HARCOURTS BRAND

- 55 - 60% Market share in Christchurch.
- 50 - 55% Market share in Canterbury.
- Over 400 sales consultants.
- A nationwide and international brand.
- Proven success in all forms of sale.

### BENEFITS FOR CLIENTS

Mortgagee sales traditionally arise from difficult circumstances. Harcourts Twiss-Keir understand this through experience and can manage situations accordingly. Empathy towards all parties makes the sale process smooth and simple whilst strong marketing and team work ensures the best possible results.

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