

# MARCO GEISREITER

## PERSONAL PROFILE



Residential Sales

w: 477 6838

a/h: 453 0771

mobile: 0274 337 655

email: [marcog@metrorealty.co.nz](mailto:marcog@metrorealty.co.nz)



# METRO

METRO REALTY LTD LICENSED REAA 2008

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We know the space we live in is essential to our quality of life. Yet many people choose to remain in homes that no longer meet their needs. Why?

Because buying or selling a house can be stressful and complicated. It can be time-consuming, it carries enormous financial importance, and involves legal communication and marketing and negotiation processes with which you may be unfamiliar.

## **That's why you need the skills of a real estate professional on your side.**

If you list your house with me at Metro Realty, I will act as your advocate. My absolute priority is to achieve the best outcome for my clients.

I have over 20+ years experience in real estate selling and marketing, building my career around the need to provide services of the highest quality and integrity within this demanding industry.

I am an expert in the fine art of negotiation, ensuring you a maximum return. I will keep you informed throughout the entire process of selling your house, remain in contact with you following its sale, and happily provide you with ongoing real estate advice well into the future.

Nothing in my profession gives me greater satisfaction than working closely with clients and together achieving an exceptional result.

I know you will find the information contained in this folio of interest, as you prepare to enter the real estate market.

I look forward to any questions you may have, and to our next positive discussion together.



# WHY MARCO?

## It is critical to make the right choice when choosing someone to sell your home

Here are some very good reasons for choosing Marco

- 20+ years of experience in real estate specialising in the Dunedin market
- Locally owned and operated company with a leading team of experienced, top achievers
- Leading Dunedin market share (34.4% of sales by volume)
- Internationally trained in negotiating skills to achieve the best possible price for you
- Free advertisement in 'Inhouse' – Dunedin's only real estate magazine (this magazine also features as an e-book on the internet)
- Full colour advertising in the ODT 'Properties Today' on Saturdays
- Full colour advertising in the ODT on Wednesdays
- Midweek and weekend open homes or viewing by appointment if preferred
- Internet advertising feature on the Metro Realty website
- Full colour information flyers for your property
- Signage on your property including a box to hold property information flyers
- [www.metrorealty.co.nz](http://www.metrorealty.co.nz) and [www.realestate.co.nz](http://www.realestate.co.nz)
- Competitive marketing packages and fee structures
- Able to offer expert advice on presentation of your home for marketing
- Database of local, national and international buyers looking in all areas of Dunedin
- Weekly email of all new listings to all buyers registered on the Metro Realty website
- Dunedin's number 1 Independent Auctioneer – Warwick Grimmer

SO, IF YOU ARE CONTEMPLATING MAKING A REAL ESTATE DECISION, CALL ME NOW –  
**REAL ESTATE IS WHAT I DO WELL.**



### Experience the Metro difference

Give your property a **head start** by choosing the **market leaders** in real estate to sell your home

We are 100% focused on achieving exceptional results for our clients



# METRO

WE ARE SERIOUS  
ABOUT SELLING  
PROPERTY. OUR  
TEAM OF DEDICATED  
PROFESSIONAL  
SALES CONSULTANTS  
ARE COMMITTED TO  
DELIVERING THE BEST  
POSSIBLE PRICE FOR  
YOU, IN THE SHORTEST  
POSSIBLE TIME.

Metro Realty Ltd is Dunedin's most innovative Real Estate agency, having sensational growth in the last few years. We now believe that we are the No 1 team for innovation and customer satisfaction in Residential Sales in Dunedin.

To be in a winning position as a vendor you need to know you are dealing with an industry leader and you need the expertise of experienced and professional sales consultants.

The Metro office was established in 1995 with a deliberate policy of 100% commitment to our clients. Our philosophy is to deliver excellent service to new levels and along the way Metro set the standard many other real estate companies have tried to follow. At Metro Realty we are committed to offering you an extraordinary level of service, designed to ensure that the sale of your property is happy and rewarding.

We are acknowledged leaders in pro-active advertising and marketing. Our web site [www.metrorealty.co.nz](http://www.metrorealty.co.nz) is easy to use and a quick way of viewing our listings. Our Auction and Exclusive marketing promotions are consistently achieving premium results.

As a way of showing our appreciation for the support we have received from the local community, we are a sponsor of many charities and organisations in the Dunedin area.

We are serious about selling property. Our team of dedicated professional sales consultants are committed to delivering the best possible price for you, in the shortest possible time.

Welcome to Metro Realty, we look forward to helping you in every possible way.

<b>Criteria</b>	<b>Marco Geisreiter</b>	<b>Another Company</b>
How many years have you been in the business?	20+	
What is the median number of days it takes to sell a house on today's market?	36	
What is the average number of days your own listings are on the market before selling?	33	
Do you have a copy of your standard Sale and Purchase Agreement and Multi-offer forms with you?	Yes	
What is your success rate for selling your Exclusive, Auction and Tender/Deadling Sale listings in the last 24 months?	92%	
Can you please show me your proposed Marketing Schedule?	Yes	
Do you have a personal resume or any references with you?	Enclosed	
What advertising packages are you able to offer me?	Full colour in ODT Full internet exposure Metro Realty InHouse Magazine. Our own Graphic Design Team	
Does your company have a current Buyers' List?	yes	
Does your company have a full time Customer Care person?	Mark Stevens	

# TESTIMONIALS

473 GLADSTONE ROAD SOUTH, MOSGIEL



We have been living in our new home for nearly a month and enjoying the benefits of living in a well planned house, where everything has been designed for comfort and convenience. We appreciate very much the role Marco played in helping us to purchase the property, and on reflection, it is our “dream home”, to enjoy at the end of our lives.

Having also engaged Marco to sell our last property, we found this help with advising us how to prepare for open homes invaluable, and event though it may have been a bit stressful at times, he was very patient and sympathetic to having the viewing times for prospective buyers, when it was most convenient for us. We found working with Marco a very pleasurable experience and would have no hesitation in engaging him again to buy or sell a property.

**Noel and Shona Bennett**

# TESTIMONIALS

## 14B HOOD STREET, WAKARI



We gave Marco the seemingly impossible job to sell our property in the middle of an economic melt-down, when the market was paralysed with talk of a 30 percent drop in house prices, when the media were running amusing stories about vendors latest tricks to get noticed (the land agent long since given up as a bad joke), when open homes became rare half hour silences in land agents normally frantic days. To make matters worse, we wanted Marco to sell our property in December, in the 3 weeks before Christmas when people are buying presents, not properties. But Marco was friendly, calm and honest. Even when he was away on his Christmas break he made regular phone calls to the office to ensure that our sale went through. You can't ask for more than that. In fact, it was more than we could have expected!

***Alison and Steve Marshall***

## 13 ASCOG ROAD, MAIA



I did not believe that buying and selling a house would be an enjoyable experience, and as I explained to you, I was certainly not looking forward to the whole hassle! I am so pleased that I saw your name on a Metro sign in my area and 'kept you in mind' for when I did have to sell.

I appreciated:

- The honest working relationship that developed for us all (agent, vendor and purchaser)
- Your willingness to understand the human side of the process, to offer helpful and above all, good advice (no waffle) and to work at our pace
- Your professionalism - communication, promptness and attention to detail (to list a few)
- Your willingness to guide me to purchase the next house. Words can not express how much that has been appreciated. (Not all real estate consultants are equal)

Thanks also to Rowena for her work in the background and to Wainita Proctor for backup help on some open days. I am also happy to recommend her as I found her excellent to deal with. Today I received a gift and note from Melissa and Craig (my purchasers) saying "thank you for making our first home purchase an easy one and for being so understanding". This means so much to me, and it is down to your personal style that they feel so positive about buying my house! Call in to my new house any time and check it out – it will be yours to sell in years to come!

Metro is a great company, who strive to offer the best service to their clients, and I will be recommending them to anyone I know buying and selling in the future.

***Sue McKane and Jacob Robin***

# TESTIMONIALS

47 PETER ST, CAVERSHAM;  
62 PRESTON CRES, BELLEKNOWES  
& 88 MARYHILL TCE, MORNINGTON



Marco, you are simply the best! Thank you so much for all your hard work over the year.

It started when you sold the Jolly's house and then they highly recommended you to other family members. Since then you have sold two more houses for our family.

We all really loved your style. Nothing was ever a problem to you from the initial meetings we had, through to the final signing of the contract and putting on those sold stickers. Your friendly open approach and totally professional proactive manner meant it has been a pleasure to work with you. Your marketing was perfect and your years of experience in the industry meant you were able to provide us with expert advice throughout the entire process.

I had the impression that selling a house was one of the most stressful things someone could do especially with two young children, however you made the whole process completely stress free. You were so easy to approach about every facet of the process and the coffees and flowers were a real treat.

Thank you Marco for all your help. We will certainly not hesitate to recommend you to any of our friends and we can assure you that if we have any more houses to sell or if we are in the market to buy, we will definitely contact you. We look forward to seeing you at the house warmings!

***The Boltons, Jollys and Tomkinsons***

## 5 SUNNINGHURST DRIVE, FAIRFIELD



Marco Geisreiter sold us our first home in 1995. We decided to sell this house 6 years later and enlisted Marco's services again remembering that he had been very helpful some years earlier. We have subsequently used Marco to sell several more properties for us since then.

We found Marco to be very informative and honest, which made the selling process a breeze. We were very impressed with the way our properties were marketed. As a result of this marketing and Marco's experience and enthusiasm, our properties sold for very good prices within a short period of time.

We would have no hesitation in listing property to sell with Marco again in the future.

***Graeme and Michelle Clarke***

## 9 HOOD STREET, WAKARI



We engaged Marco to sell our property in a very short time and at a difficult period in the market cycle. Interest rates were high, sales had dropped dramatically in the preceding months and the market had gone quiet.

Marco showed genuine optimism that he could achieve a sale in our required time frame and we were impressed with his positive attitude. At all times he displayed a professional image, assisted with determining the value of our property, always sought our input with marketing options, is a good communicator, gave regular verbal and written reports and kept us up to date with the state of the market generally.

Marco's assistance made the process of selling our house very easy with minimum stress and we were very pleased with the final outcome, which was achieved within our tight time frame.

We have no hesitation in recommending Marco to any prospective client as being a property sales person of the highest calibre.

***Mike and Judy Reid***

# TESTIMONIALS

991 GEORGE STREET, CENTRAL CITY



Marco Geisreiter was recommended to us by a Dunedin business colleague as being a knowledgeable, capable and attentive Real Estate agent.

Within 24 hours of our phoning him to discuss the sale of a rental property, Marco had both checked out the property, and arrived at our house with a completed Marketing Schedule. An auction within 3 weeks was planned. In the event, our property sold within a little over a week, and at a price substantially higher than we had anticipated.

In the past decades we have bought and sold 7 properties in London and Dunedin. Without a doubt, Marco proved to be the most pleasant, efficient and astute agent we have ever dealt with. His close personal contact and support throughout the sale ensured that we actually enjoyed the whole process! And for this we are very grateful and would very warmly recommend Marco to any future clients.

***Patricia Payne and David Galloway***

## 13 WILSON AVENUE, ST CLAIR



It was our great fortune and pleasure to have recently purchased a property in Wilson Avenue, St Clair. Having arrived from Cambridge with some knowledge of the real estate market in the UK, buying a house in NZ in two days was something of an experience. It is clearly a superior, if somewhat adrenaline-stimulating method designed to concentrate the mind of both purchaser and vendor.

We were particularly impressed with your representative Marco Geisreiter, and the impartial, friendly but business-like manner in which he managed the negotiations. His pride and obvious pleasure in being responsible for what is by any standard an outstanding property was clearly evident. He is a credit to his profession and to Metro Realty and completely altered our perception of the Real Estate business.

***Professor Murray and Dr Harriet Meikle***

## PURAKANUI ROAD



I am writing to offer our sincere thanks for the friendly, helpful and efficient service we have received throughout the process of selling our home. This is all the more valued because, with us being in the UK, there was potential for all sorts of problems – none of which arose. You kept us informed on a daily – even hourly – basis when this was necessary, which gave us all the reassurance we needed to know that things were progressing as they should.

Also we are aware that we must have tried your patience somewhat, changing our minds several times over the last couple of years or so, but when we finally committed to following your advice you achieved a sale in barely a month. We also know from our communication with people who were interested to view the property that they greatly appreciated the extra mile you often went to on their behalf.

We are very happy to recommend your services to anyone either buying or selling a house, and will certainly use your services again when the time comes.

***Gil and Jessie Jetley***

## 36 BRUNEL STREET, MORNINGTON



We recently engaged Marco Geisreiter to handle the sale of our residential property in Mornington, knowing that he had previously marketed another house in the same street, and after comparing several other real estate agencies.

From the first meeting we found him to be enthusiastic, without being wildly unrealistic, helpful, polite and informative. It was also pleasing that between the appraisal and the eventual listing we were not repeatedly contacted or pressed to sell before we were ready.

When we did list our property with Marco, he showed himself to be efficient in putting together a comprehensive marketing plan, willing to abide by our decisions, and punctilious about keeping us informed of the smallest details of his dealings with prospective buyers.

He was at all times highly professional and courteous in his dealings with us both and the interested buyers, and within a day of the first open home concluded a sale that was well beyond our expectations.

Based on our experience with him, we would recommend his services to anyone; it's as simple as that!

***Mark and Helen Mitchell***

## 37 CARNARVON STREET, BELLEKNOWES



When it became necessary to have a house sold for a member of my family, Marco Geisreiter was recommended to me as a very able real estate salesman.

Consequently I asked Marco to handle the sale of the property, a villa located in Belleknoves, and he promptly began marketing it with a 'full on' approach.

The advertising, open homes, and all the other things which good real estate companies normally do were carried out thoroughly, but it was Marco's drive and tenacity along with his cheerful and positive personality which I particularly appreciated.

Also his regular lively communications after each open home kept me fully informed on the progress which was being made until the property was sold.

Marco would definitely be my first choice if at any time in the future I require the services of a real estate salesman.

***Lester Bell***

# TESTIMONIALS

59 BOTHA STREET, MUSSELBURGH



Thank you so much for selling our house! We were impressed by your knowledge, your enthusiasm, your professional manner, and great sense of humour. After our first meeting we decided that you were the right person to sell our house.

By looking at your weekend open home timetable, we knew that you were very busy. However, you were so easy to reach. You not only did open homes for us twice a week, you always brought potential buyers through during the week. You always arrived 10 minutes early to prepare for our open homes. Your sales strategies and planning were great and you totally understood our feelings towards our wee house. Thank you so much for all your hard work.

We are very happy about the results. You made our Christmas more carefree and enjoyable.

Thanks for the beautiful flowers and for the coffee. When we were sitting in the café while you were doing our open homes, we knew that we could relax and enjoy ourselves because you were there doing your best for us!

Marco, thank you so much! We will tell our friends all about you.

***David and Linda***

## 95 OAKWOOD AVENUE, MORNINGTON



We got to know Marco late in 2009 when we were intending to sell one property in Mornington, Dunedin. My first impression of Marco was that he is a very professional, polite and knowledgeable salesman. He quickly captured the selling points of our house and I thought this guy knows what he is doing, and that he would get our house sold for a good price. Eventually he did.

However, that is not the end of the story. What we appreciated most about Marco was his passion and enthusiasm and particularly his insistence when we faced up and down times during the selling process. He can reduce your stress to the lowest degree and knows the psyche of the buyers. He is the guy who is genuinely interested in working for the vendor. He is the professional you can trust in and rely upon. I could say a lot more about Marco as we felt he was such a great person to work with. It took only about two months (including the Xmas and New Year break) to sell our house in the late 2009 and early 2010 period, probably the most difficult time for selling a house in recent years.

Marco - I am sure that there will be many others like me who have enjoyed your professional advice and support over the years.

All the best for your work.

***Hongzhi Gao***

# TESTIMONIALS

15 HIGHLAND ROAD, BRIGHTON



We recently sold our property in Christchurch and purchased a Metro Realty marketed property in Dunedin. There were some unexpected delays for settlement due to the Christchurch earthquakes. Marco although representing the vendor of the property, went out of his way to assist us with advice for the settlement of our Christchurch property and subsequently the Metro marketed Dunedin property settlement. Marco managed this superbly with a suitable agreement organised between the vendors and ourselves to settle at a later date with benefits for both parties.

We had nothing less than great communication, ethics and advice from Marco and Metro Realty.

***Ryan & Jo Coatsworth***

# TESTIMONIALS

14 MATAORA ROAD, BELLEKNOWES



May I take the opportunity to say thank you for handling the sale of our property in a professional and conscientious manner, and helping to finally reach a sale agreement in a particularly challenging market. I was pleased with your regular feedback and updates on events, the more so because with our living out of the county and therefore remote from the day to day happenings it made keeping in touch even more important. My choice to seek your services on this occasion was based on my previous experience of some twelve years ago where you sold another property with equal consideration and success in what was then a very strong market. Thanks again.

***Andrew Millar***

# TESTIMONIALS

20 LOCK STREET, ST CLAIR



We have sold our home with Marco and we wouldn't hesitate to work with him again as he made the process seamless.

He is highly professional though very approachable and up front. We felt well informed throughout the whole process which helped make a stressless, timely sale.

We happily recommend Marco as he is knowledgeable and committed, ensuring a favourable result.

***Matt and Esther Lamb***

# TESTIMONIALS

8 FALCON STREET, ROSLYN



As both buyers and vendors we have had ample opportunity to appreciate Marco's skill as an estate agent. We valued his undoubted expertise, but even more his understanding of the stresses entailed in buying and selling. These he has always done his best to minimize. Communication lines were always kept open and successful outcomes achieved with enthusiasm, friendliness and consideration.

We are confident that future clients would also appreciate Marco's qualities as a successful estate agent.

***J & F Mein***

# TESTIMONIALS

We were put on to Marco through our daughter who had previously enlisted his services. From our first meeting we found Marco to be very well presented and organised, providing us with a marketing schedule and ample information regarding comparable sales of houses in our area. As first time sellers, Marco's patience, advice and impartial manner made the process a far less harrowing experience than we had anticipated, resulting in a successful sale long before the planned auction date. Marco was at all times highly professional, keeping us up to date with all aspects of the sale process. Based on our experience, we would have no reservation in recommending his services to anyone.

## ***Murray and Lorraine Vial***

Marco sold our home in Maori Hill for us. Throughout the 3 week period of marketing Marco was highly motivated and well organised. He held regular open home times and kept us well informed of progress. Originally we had intended to sell our home privately, but after discussions with Marco, we decided to take the opportunity to seek out our new home in Auckland while leaving him to deal with the sale of our home in our absence. We found Marco to be trustworthy, dependable and totally professional.

## ***John and Cherie Fletcher***

I would like to say a huge thank you to Marco for all his help and support during the sale of my property. He achieved a good sale at an acceptable price to all involved. Marco is to be complimented on displaying an excellent standard of professionalism, integrity and trust that is not always associated with the industry that he works in. I wish him all the best.

## ***Gail Kirk***

Just a quick note to thank you for all your help in the recent sale of our home. Having someone to act on our behalf in Dunedin while we were based in Alexandra has definitely made the whole process that much smoother and reduced our concerns considerably. We especially appreciate the professionalism and friendliness you have shown towards us and assistance in achieving a very satisfactory price for our property. We have no qualms about recommending your services to others.

## ***Brian and Ruth Arnott***

Having decided we were going to sell our home, we then chose to use Marco at Metro Realty for two reasons; he kept it simple and professional. Dealing with Marco was a breeze. Our home sold quickly and the price was certainly above our expectations. Marco was straight up and honest, no gloss, no spin, just the truth. We would definitely use Marco again and recommend him highly to anyone considering selling or buying a property.

## ***Shane and Ariana***

I was very pleased with Marco in handling the sale of my flat. He was always ready to help all he could and kept me informed when he had open homes. I would certainly recommend him to anyone wanting to sell and I would give him any of my business in the future.

## ***Rose Porteous***

My visa has come through, I finish up at work on Wednesday and I should be in sunny Scotland in a couple of weeks. This is the 3rd time I have dealt with you, and no doubt, there will be a 4th. Thanks Marco for the fast sale of my house at 4 Valiant Road and for the excellent price achieved well before the auction. Your honesty, professional advice and extra effort took us through to a stress free, brilliant result.

## ***Mike Knewstubb***

# TESTIMONIALS

Thank you so much for your help in selling our house. I would not hesitate in acquiring your help in the future as I found you to be both honest and genuine in all aspects of selling our property. I also found you to be very approachable with any questions or queries that we had. But most important of all, you listened to what we wanted and delivered that final result in the most stress and problem free way you could. I would not hesitate in referring friends and family to use your services.

## ***Jodene Berry and Aaron Geeves***

My visa has come through, I finish up at work on Wednesday and I should be in sunny Scotland in a couple of weeks. This is the 3rd time I have dealt with you, and no doubt, there will be a 4th. Thanks Marco for the fast sale of my house at 4 Valiant Road and for the excellent price achieved well before the auction. Your honesty, professional advice and extra effort took us through to a stress free, brilliant result.

## ***Mike Knewstubb***

When I decided to sell my property, a friend highly recommended Marco at Metro Realty. Being apprehensive of what lay ahead, I took my friends advice. From day one Marco put me at ease with his professional, caring manner keeping me and my son (in Timaru) fully informed every step along the process. At no time was I put under any pressure. My home sold quickly at a price I was well satisfied with. My appreciation and thanks go to Marco for the time and effort put into selling my home. I recommend Marco highly to anyone buying or selling a property.

## ***Eileen Midson***

We purchased our first home through Marco at Metro Realty. We were impressed with him as a person and as a real estate consultant then, so we engaged him to act for us in the sale of the same home a couple of years later. At all times we found Marco to be highly professional and pleasant to deal with. He made the effort to keep in touch with us throughout our time in Dunedin and to keep us up to date with developments in the property market. On both occasions we dealt with him, he helped us tremendously by making the sale/purchase process go as smoothly as possible. As we were first home buyers and inexperienced in the property market we had little knowledge of such matters. Marco always took the time to fully explain the process, provide valuable advice and keep us informed, particularly during the marketing period of our home prior to auction. We have no hesitation in recommending Marco as a real estate consultant.

## ***Steph Grieve and Bill Willis***

# TESTIMONIALS

I have no hesitation in recommending Marco for the marketing and sale of one's property. Recently Marco sold my property with a very satisfactory result. At no time did he hassle or rush me into doing anything against my wishes. He kept me well informed of progress of the sale and with feedback from the open homes. I knew I could thoroughly trust Marco to do his very best for me without my having to worry about a thing. I was quite confident that I had chosen the right realty company in Metro and the competent hands of Marco. The association was a very friendly and pleasant one.

## ***Dorothy Davis***

We would like to highly recommend Marco Geisreiter. He made the selling of our house so easy. He kept in contact with us with regular updates on the marketing process etc. We were living out of town at the time of the sale, but Marco had no hesitation about ringing us at any time of day as required. If we ever need to buy or sell a house again in Dunedin, we will definitely get in touch with Marco.

## ***Kathy and Graeme***

Thank you Marco for handling the sale of our house with such tact and ease. It was a difficult situation as we were not in Dunedin for long and had to return to Auckland. Your efficiency, friendliness and continuous contact made the whole experience a pleasant one. We would definitely recommend you to others selling or buying a property.

## ***Mike and Prue Cabouret***

Earlier this year we were speaking with friends about how we were thinking of selling our house. They had sold their house through Marco and fully recommended him as a trustworthy 'onto it' real estate consultant.

Having now sold our house through Marco we totally agree! At all times he was helpful and friendly and we felt that he was working for and indeed with us, as the vendors.

Naturally, when it comes to any vocation we all have to start somewhere and gradually build up experience. Personally though, we have to say that it was comforting to know that Marco has been in the real estate game for a number of years so has had solid experience in the industry and has been there in the high and low periods rather than just entering in this current boom time.

The fact that we also ended up buying our next house through Marco speaks volumes in itself. We knew of course that his commitment was to the vendors as it should be, but trusted his judgement and sound knowledge of property in Dunedin.

Selling your home is an exciting and potentially stressful time so make it easier on yourself and ensure you have a competent, switched on real estate consultant such as Marco. We both thoroughly recommend him.

## ***Rene' Bakker and Janine Harraway***



**METRO**  
METRO REALTY LTD LICENSED REAA 2008

DUNEDIN  
477 6838

MOSGIEL  
489 1066

WEB  
metrorealty.co.nz

## You have seen me...

I have been selling properties for 20+ years

## You know me...

Proven experience is vital in today's market

## Now use me...

I am focused on the best result for you  
so lets start the process together

## CALL ME

If you are contemplating  
making a real estate decision  
Real Estate is what I do WELL

**MARCO**GEISREITER

w: 477 6838, m: 027 4337 655