

**YOUR REAL ESTATE  
SPECIALISTS**

**TEAM**  
*Davis*









“

People come and go in this industry, but if you've been around for a while you build up a bit of credibility - a huge part of our business now comes from referrals and repeat business, and we take that trust very seriously.

”



## Your Salespeople **Steve & Miriam Davis**

Steve & Miriam Davis are “hardworking”, “extremely professional”, “delightful to work with” and “achieve great results”, from our clients testimonials.

For us Real Estate is all about the people, working and helping our clients to achieve major changes and goals in their lives. We all come to the point where we need to sell a property for a variety of life changing reasons. We love helping people to make that change, as smoothly and as successfully as possible, no matter what the challenges.

We work together as ‘Team Davis’ and sell homes with the promise to be ‘committed to working for our clients’. Our goal is to get the best result for you, as the seller. We use strategic marketing campaigns, active selling, clear communication and strong negotiation. With strict industry laws and rules, we do this while protecting all your interests through compliance. We deliver great results for our clients and remain consistently in the top percentage of sales agents in

our Whangarei Office. But our focus isn't to compete with others, we aim to work for our clients to secure the best result, and we'd rather give back, which is why we sponsor schools in our local area and find opportunities to get involved in community activities. You can only sell your property once, so it's important to do it well.

The key to this is Good Marketing. Marketing is a bit like fishing; you need to cast your net well to find the best buyers who will pay the highest price for your property. When we have found the best buyers, we then focus on negotiating the best result. We are results-driven, with testimonials that testify to our success.

So, if you are looking for an experienced real estate team, with a commitment to work for you, providing you with a smooth journey through the process while securing the best result, then please call us as we'd love to help you with your property needs.

We look forward to serving you for all of your real estate needs. If you need anything feel free to contact Team Davis directly.

**021 820 015 | 027 577 6335 | [www.teamdavis.co.nz](http://www.teamdavis.co.nz)  
[steve.davis@harcourts.co.nz](mailto:steve.davis@harcourts.co.nz) | [miriam.davis@harcourts.co.nz](mailto:miriam.davis@harcourts.co.nz)**



# Why Work With **Team Davis**

We are a team with experience, special skills and knowledge that we will use to develop a campaign to market and sell your property to the best potential buyers we can target and will negotiate the best result we can for you. **In a nutshell we are 'Client focused and Results driven' and here is how:**

**We are committed to working for you:** We have a 'fiduciary obligation' to you, we will work hard to protect all of your interests to secure the best result for YOU.

**Marketing plan:** We develop a tailored marketing plan to market your property to the best buyers with the aim of getting the best potential buyers to view your property. Today we just can't wait for buyers to come, so we use digital media (google and social media) on all key platforms to help us find the best potential buyers.

**Market knowledge:** We know our local market well, we have a buyer network and our Harcourts team has a very large buyer network that we will access to help target current buyers for your property.

**Selling your property at open homes and private viewings:** We have a process whereby we prepare for all open homes and private viewings ensuring we capture all the information around potential buyers. We present your property to all, selling its key features while at the same time listening to buyers needs and feedback.

**Negotiation:** We have a plan for negotiating the best result for your property. First we encourage potential buyers to get their offer on paper, we will advise you of this straight away. Then we will call all of our other interested buyers to see if any others are ready to commit to writing. Then we will negotiate with all buyers to get the best result for you.

**Communication:** We will keep you informed every step of the way, with a call or text message after every viewing, a weekly report that brings all activity for the week together, a three weekly marketing review meeting with you and updates on our progress and any proposed changes to our marketing plan.



# Our Community Presence

We love the community we work in and it has always been important to us to give back where possible. For us, the future generation are the most crucial so we decided that what better places to support than a few of our local schools.

When you work alongside Team Davis, you are also supporting the following schools:

- **Onerahi School**
- **Whau Valley School**
- **Hikurangi School**
- **Kamo Primary School**
- **Whangarei Intermediate School**



# Client Feedback

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## Highly Professional and Dynamic

“Steve is a very dynamic sales person and you can depend on him getting the sale over the line. He negotiated for me and the buyer on New Years Eve, that was amazing and all parties got the result we wanted. A high level of professionalism and not a time-waster like some agents. His wife and partner Miriam are the dream team!”

- Rose and Richard

“



## Highly Recommend

“Want to thank them for getting us a good result. If you want your house SOLD, then Steve and Miriam are your go to team. Good communication and lovely people as well. Highly recommend.”

- Jason and Anita

“



## All was excellent

“The hole experienced was good, easy and efficient”

- Ian

“



## Very professional and friendly

“I had 5 days in Whangarei to buy a house before returning to Christchurch. Miriam didn't try to show me places that didn't fit my criteria as some other agents did. She only showed me the one that ticked all the boxes. Steve also is very knowledgeable and they make an excellent team.”

- Lyn and Edwin

“



## Very communicative and very knowledgeable agents

Miriam and Steve have listened to our requests and concerns during the sale of our home. We were always kept up to date with what was happening and they provided us with regular feedback. They were realistic with the current market but still encouraged us with what we wanted.

- Jay and Arabelle



# Client Feedback Continued

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## It was great...

“Steve and Miriam were wonderful! We were first time home owners and quite nervous and overwhelmed with the home buying experience. They walked us through every steps with reassurance guidance. They were available constantly via phone and email with quick response to our questions. We are so grateful to have chosen them as our agents!”

- Anand and Reshmi

“



## We are extremely happy with our sale and purchase

“Steve and Miriam approached us to see if we would consider selling our home, as he had a client who may be Interested. I reluctantly agreed and signed up for one month. I told Steve and Miriam I wouldn't sell until I had another home to shift into. Steve and Miriam found another property that exactly suited our needs. Steve and Miriam spent a lot of time and research to establish a fair market price for our home and the property we purchased. I found both Steve and Miriam very hard working, honest and reliable, who would go out of their way to help us in any way they could. We are extremely happy with our sale and purchase and will be recommending them to others in the future.”

- Warren & Christine

“



## A very good experience, very obliging and helpful.

Both Steve and Miriam went out of their way to help us in buying 23 Kotare Cres. Sent us all the information that they had on the property and kept us informed about what was happening. A lovely couple with a lot of knowledge as real estate agents. We would recommend them to other buyers.

- Gordon & Marie

“



## You are good people... you have integrity and genuine kindness

“Both Cathy and I appreciated the warm and pleasant way you (Steve and Miriam) helped us find our new home. We felt like we could call you at any point to discuss any queries or concerns. It seemed like you had an intuitive understanding of what we were wanting when we first met. We had already seen the house advertised but had discarded it for some reason. So when you suggested it we were open to it however, we had other places to look at that day that seemed better. At the end of the day upon reflection the house you showed us was the best in fact it was amazing. It needed some cosmetic surgery but we could see the bones were good.

Cathy and I didn't feel any pressure from you to make a sale but only the feeling of you wanting to find us a home. I made a comment to Cathy “are they working for us or the vendors”. We have no doubt that both of you are “good people” and that you have integrity and genuine kindness. Something that is lacking in the world these days. So once more thank you very much for all your help.”

- Zane and Cathy

# Client Feedback Continued

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## Extremely Professional

“Steve and Miriam were extremely professional, they always kept me informed and were most helpful sorting out issues for me as I was a seller located over four hours away. The whole experience was stress free and culminated in a very acceptable outcome”

- Steve

“



## We had great confidence in your service

“Many thanks for the Journey we shared together with the sale of our property at 52 Crawford Crescent, Kamo, Whangarei. From start to end we had great confidence in the service that you provide, from house assessment and readiness for sale, to the final sale process.

It was a seamless process that flowed from one step to the next. Thank-you for the informative stream of information that came our way at every opportunity to keep us up to date with the market situation and where the property was situated. The final sale handover was seamless and stress free, as we were leaving on our overseas trip, that was easy for us to deal with. Thanks again for your efforts and all the best in the future.”

- Andy and Kim

“



## Caring attitude of both Miriam & Steve

“Anyone who has ever moved house will know it is not without stresses. The selling part could not have been smoother without the caring attitude of both Miriam & Steve. They certainly went the second mile and their kindness on so many occasions helped me through. Their communication was wonderful. Every detail of prospective buyer's visits were sent following open house days and they kept me up dated on phone enquiries etc. I wouldn't hesitate to recommend them both. I wish them well in their future with Harcourts and thank them so sincerely in the successful sale of my property.”

- Hilary

“



## We felt entirely confident with Steve & Miriam

“We were very impressed with the way Steve and Miriam handled every aspect of the sale procedure with the initial conversations, the marketing of the property, the open homes, phone calls, their courteousness and their very in-depth knowledge of the property market. They kept us fully informed all the way through the procedure, so we felt entirely confident with them and the sale was closed with us all being very happy with the outcome and in record time as well. We'd have no hesitation using their services again and absolutely no hesitation in recommending them to anyone.”

- Pam and Vincent

“



## Hard work resulted in a pleasing outcome

“As the Executor of the Estate of a family member it was my responsibility to sell the family home. From my initial meeting with Steve and Miriam, where they presented clearly the intended marketing programme and throughout the process I appreciated their ongoing communication. They acted in a professional manner and I was grateful for their guidance when difficult decisions had to be made. Their hard work resulted in a pleasing outcome.”

- Mary



# Client Feedback Continued

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## Team Davis best Real Estate Team we have experienced!

“Steve and Miriam, thanks for the fantastic result with selling our house, price exceeded our expectations. Your communication style was spot on and has been the best experience we have had with a real estate team to date!”

- Paul and Tony

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## Team Davis were ‘Simply The Best’

“Steve and Miriam Davis were the Agents we chose to sell our home. We found them to be helpful, honest and professional and would highly recommend them to anyone wanting to list their property. Always cheerful with a ready smile and able to answer any questions we raised. We rate them as “Simply the Best.”

- Pam

“



## Team Davis - “were Professional!”

“Team Davis were professional, easy to talk to and reliable. I found them to be approachable, knowledgeable and readily available. I would certainly recommend them and use them again in the future.”

- Harry

“



## Team Davis “extremely helpful”

“I would like to thank Steve and Miriam for their professionalism during the process of selling my house recently. They were both extremely helpful and obviously very knowledgeable in assisting me to get the best price possible for my property. This is the second time, that I have sold a house with Steve and Miriam, and I would highly recommend them. Thank you once again, Steve and Miriam, not only for your professionalism, but also your kindness during what could have been an extremely stressful time, if I hadn’t had your support.”

- Debbie

“



## Team Davis are the Agents you will want to sell your home!

“Team Davis are the agents you will want when you go to sell your home. They are friendly, professional, so patient and have a fun personality. They go above and beyond and nothing is every too hard. Miriam and Steve were responsive, experienced and knowledgeable throughout the whole selling process which made it easy for us as we knew we were in good hands. Contact Team Davis next time you are thinking of selling a property we recommend without hesitation.”

- Adam and Amy

# Our Recent Sales Success



**498 Vinegar Hill Road,  
Kauri**

Sold February 2024



**11 Omahu Nui Way,  
Oakura**

Sold February 2024  
\$210,000



**18B Islington Street,  
Kensington**

Sold October 2023  
\$735,000



**23 Kotare Crescent,  
Maunu**

Sold October 2023  
\$840,000



**13A Whangarei Heads Road,  
Onerahi**

Sold July 2023  
\$600,000



**27A Elizabeth Street,  
Kensington**

Sold February 2023  
\$830,000



**37A Montgomery Avenue,  
Onerahi**

Sold February 2023  
\$400,000



**23 Kokich Crescent,  
Onerahi**

Sold November 2022  
\$650,000





**13 Bush Haven Drive,  
Kamo**

Sold November 2022  
\$798,000



**55 Denby Crescent,  
Tikipunga**

Sold October 2022  
\$595,000



**42 Walker Crescent,  
Whau Valley**

Sold July 2022  
\$619,000



**18 Hawea Place, Tikipunga**

Sold September 2022  
\$710,000



**14 Daviot Place, Kamo**

Sold April 2022  
\$1,000,000



**9 Whangaruru Wharf Road,  
Whangaruru**

Sold March 2022  
\$3,750,000



**7 Mill Road, Regent**

Sold December 2021  
\$810,000



**52 Anzac Road, Morningside**

Sold November 2021  
\$645,000



**42 Beazley Crescent, Tikipunga**

Sold November 2021  
\$642,000



**3 Bedlington Street,  
Whau Valley**

Sold December 2021  
\$750,000



**590 Ngunguru Ford Road,  
Whangarei**

Sold April 2021  
\$885,000



**47 Anzac Road, Morningside**

Sold May 2021  
\$405,000









**SOLD FOR  
\$3.75M**

9 WHANGARURU WHARF  
ROAD, WHANGARURU













**SOLD  
FOR \$1M**







# Case Study: **Kamo**

14 Daviot Place, Kamo

18100m<sup>2</sup>  4  2  2 

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I would like to thank Steve and Miriam for their professionalism during the process of selling my house recently. They were both extremely helpful and obviously very knowledgeable in assisting me to get the best price possible for my property. This was despite the challenges of COVID-19 and some unexpected renovations that were required, following a builders report. They gave excellent advice on the areas I should concentrate on, which proved to be the correct advice and also ensured I felt proud of the house that I was selling and handing over to the new owners.

This is the second time, that I have sold a house with Steve and Miriam, and I would highly recommend them. Thank you once again, Steve and Miriam, not only for your professionalism, but also your kindness during what could have been an extremely stressful time, if I hadn't had your support.

- Debbie

”



# Our Team

## Your Support

When you list with us you benefit from the power of our entire team, our entire company and our entire network. We have gathered some of the best in the industry to lead up their individual departments. When you list with us our powerful team is focused on serving you.

We are a grassroots, local team, but are part of a global company and this is something we're proud of.

The Harcourts Optimize Group consists of Harcourts Whangarei, Harcourts Bream Bay NAI Harcourts Whangarei and Harcourts Just Rentals.

We cover all facets of real estate including residential, luxury, lifestyle, rural and commercial, business broking and property management.

Our 50+ person team work together to get our clients the best result – no matter what the job. We are committed to

providing excellent service and do everything in our power to give everyone a great experience when they work with Harcourts.

The Harcourts Optimize Group is lead by Mike and Debbie Beazley, two Whangarei locals who have extensive experience working in real estate. As our business leaders, they are passionate about giving back to our local community and we are honoured to be able to give back to organisations like North Haven Hospice, Northern Surf Lifesaving, The Halberg Foundation, The National Breast Cancer Foundation and many more every year.

Our sales team are integrated into our wonderful community in so many ways and are all proud to call themselves Northland locals. We share the same passion for this beautiful part of the world and love helping others to enjoy it too.



**Mike Beazley**  
Director

Optimize Realty Ltd MREINZ | Licensed Agent REAA 2008



**Debbie Beazley**  
Director

Optimize Realty Ltd MREINZ | Licensed Agent REAA 2008



**Paul Beazley**  
General Manager

Optimize Realty Ltd MREINZ | Licensed Agent REAA 2008




**Susie Purton**  
Compliance Manager

Optimize Realty Ltd MREINZ | Licensed Agent REAA 2008



**Lauren Allen**  
Operations & Marketing Manager

Optimize Realty Ltd MREINZ | Licensed Agent REAA 2008



When you list  
with us you  
don't just get  
one agent, you  
get the whole

Team



Your **Harcourts**