

Your Salespeople
Team Davis



Steve & Miriam



“

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
steve.davis@harcourts.co.nz | 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

“



Well informed and friendly

“I felt I was able to approach Steve with any concerns I had and he was quick to respond with the information I needed. He was also good at being the liaison between the vendor and myself, keeping the lines of communication open. Steve was happy to meet me at the property outside of the open home days and I never felt that I was putting him out in any way. His easy-going manner made the purchase relatively stress free. Thank you Steve and Miriam!”

- Anita

“



Excellent in all areas especially in communication.

“Very relaxed, honest and professional. Steve and Miriam were very approachable and saw the true value in my property. This gave me the confidence that they would get the best price possible despite a slow market. They were relaxed throughout the process but also thorough and followed up with all interested parties and reported back every time keeping me informed all the time.

When a buyer was found we were able to close out the deal in a timely way. Also once a deal was made the rest of the process went very well and I didn't have to do much at all. They had excellent organisation throughout and dealt very well with lawyers. Everything just flowed perfectly.”

- Mark

“



Top agents

“Steve and Miriam were excellent in their communication with us at all times in the process of selling our property. Their knowledge of market conditions and keeping us up to date with client enquires was great most important they never gave up and although the market was very slow we eventually got past the post with a sale. We would highly recommend them if you want honest reliable agents with a sense of humour and will go the extra mile. All the best for the future Steve and Miriam.”

- Bruce & Marie

“



Consistently great to deal with as a Buyer

“Steve is very ethical and professional. He was very prompt and organised with all communications and kept me well informed. I had a great experience as buyer dealing with Steve and Miriam as they have great people skills and put people at ease.”

- Shara

“



A fantastic team!

“Steve and Miriam provided the most seamless, stress free process for the sale of our mother's house. Fantastic communication, patience and expert advice. We could not have asked for a better team to get the job done.”

- Patsy, Lisa and Valda

“



Professional and Personal

Very good communication on both professional and personal level.

Steve and Miriam went over and beyond to get our house sold. Their experience and advice was invaluable.

- Heather and Ramon

“



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

“



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

“



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

“



It was great

“Steve Davis and Miriam Davis were wonderful! We were first time home owners and quite nervous and overwhelmed with the home buying experience. They walked us through every step with reassurance and 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

“



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.”

- Mary

“



You are good people, you have integrity and genuine kindness

“Both Cathy and I appreciated the warm and pleasant way Steve and Miriam helped us find our new home. We felt like we could call them at any point to discuss any queries or concerns. It seemed like they 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 they 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 them to make a sale but only the feeling of them 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.”

- Andrew and Cathy

“



A very good experience, very obliging and helpful

“Both Steve and Miriam went out of their way to help us in buying 23 Kotare Crescent. 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 and Marie

“



Caring attitude of both Miriam and 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 and 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 home days and they kept me updated 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

“



Caring attitude of both Miriam and Steve

“Many thanks for the Journey we shared together with the sale of our property at 52 Crawford Crescent, Kamo. 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

“



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

“



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

Our Recent Sales Success



**243 Cemetery Road,
Maunu**

Sold in January 2025 | \$1,500,000



**22 Attwood Street,
Tamaterau**

Sold December 2024 | \$1,245,000



**86 West View Crescent,
Onerahi**

Sold December 2024 | \$685,000



**66 Beach Road,
Onerahi**

Sold December 2024 | \$890,000



**2/5 Brighton Road,
Kensington**

Sold October 2024 | \$480,000



**964 Whangarei Heads Road,
Parua Bay**

Sold September 2024 | \$500,000



**62 Crawford Crescent,
Kamo**

Sold July 2024 | \$627,000



**31A Western Hills Drive,
Kensington**

Sold June 2024 | \$470,000



**128 Beach Road,
Onerahi**

Sold June 2024 | \$700,000



**9 Whangaruru Wharf Road,
Whangaruru**

Sold May 2024 | \$3,400,000



**104 Whau Valley Road,
Whau Valley**

Sold May 2024 | \$620,000



**498 Vinegar Hill Road,
Kauri**

Sold February 2024 | \$720,000



**11 Omahu Nui Way,
Oakura**

Sold February 2024 | \$210,000



**132 George Street,
Hikurangi**

Sold December 2023 | \$575,000



**1/8 Goodwin Street,
Onerahi**

Sold December 2023 | \$575,000



**12 Parera Crescent,
Tikipunga**

Sold November 2023 | \$695,000



Case Study: **Maunu**

243 Cemetery Road

291m² ☒ 4 🛏 3 🚿 3 🚿

“

A pleasant experience and not as difficult as expected. Their knowledge of marketing a lifestyle block as extensive and always professional. I didn't have to wonder what or how to set up the house for the photos or videos and open homes. It was all done in a flash by very competent agents. The experience was easy and the end result positive as my lifestyle block sold after all their hard work and dedication to a positive outcome. Thank you Steve and Miriam.

Vendor - Gloria

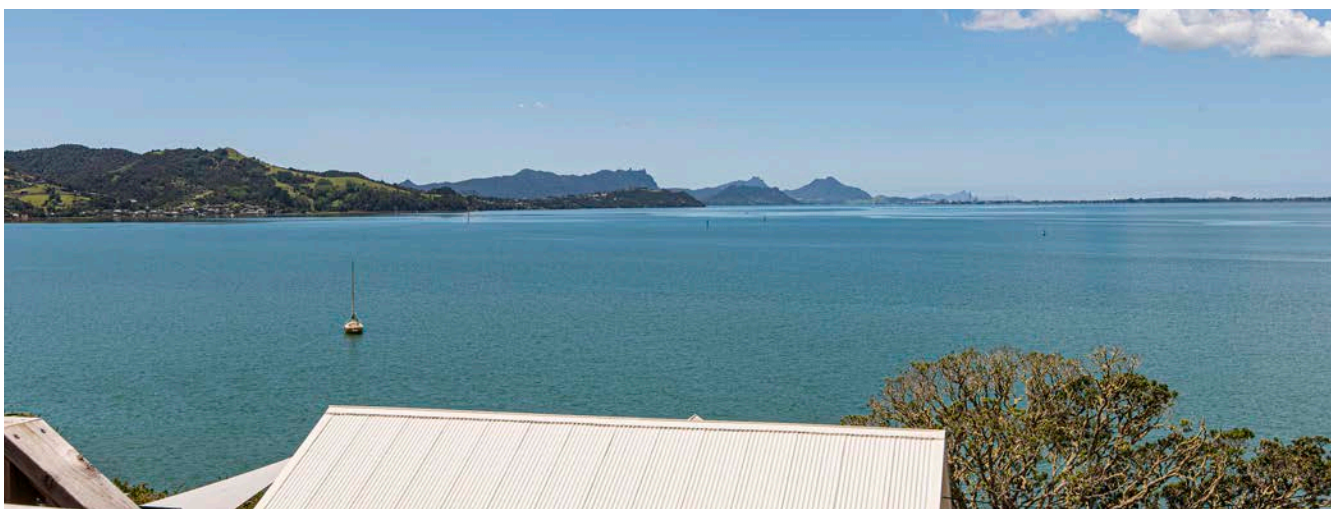
”

**SOLD FOR
\$1,500,000**



**SOLD FOR
\$700,000**





Case Study: **Onerahi**

128 Beach Road

121m² ☒ 3 🛏 1 🚿 1 🍷

“

Helpful and approachable. Excellent communication and very quick to help trouble shoot any issues. We're very flexible to work around my odd schedule.

Purchaser - Eva

”

“

Very good understanding of the market and clear communication. Miriam and Steve were very professional. I would like to thank Miriam and Steve for running an extensive marketing campaign which lead to the sale of my property. They kept me informed during the process and were very professional.

Vendor - Susie

”



Case Study: **Whangaruru**

9 Whangaruru Wharf Road

269m² ☒ 5 🛏 5 🚿 6 🚿

“

Lengthy but with the good result in the end. After the first sale failed to complete, Steve and Miriam came through in a tough market with a completed sale in June 2024. We are relieved to have sold and are satisfied with the price they achieved. We were appreciative of Steve's determination and efforts to get a sale over such a lengthy time.

Vendors - Keith and Vicky

”

“

Very professional and dedicated. A team that makes things happen, attention to details and promptly answering any questions are just a few of their qualities. We had a very good experience and a successful deal. They put a lot of effort into it. Thank you guys.

Purchasers - Alin & Andreea

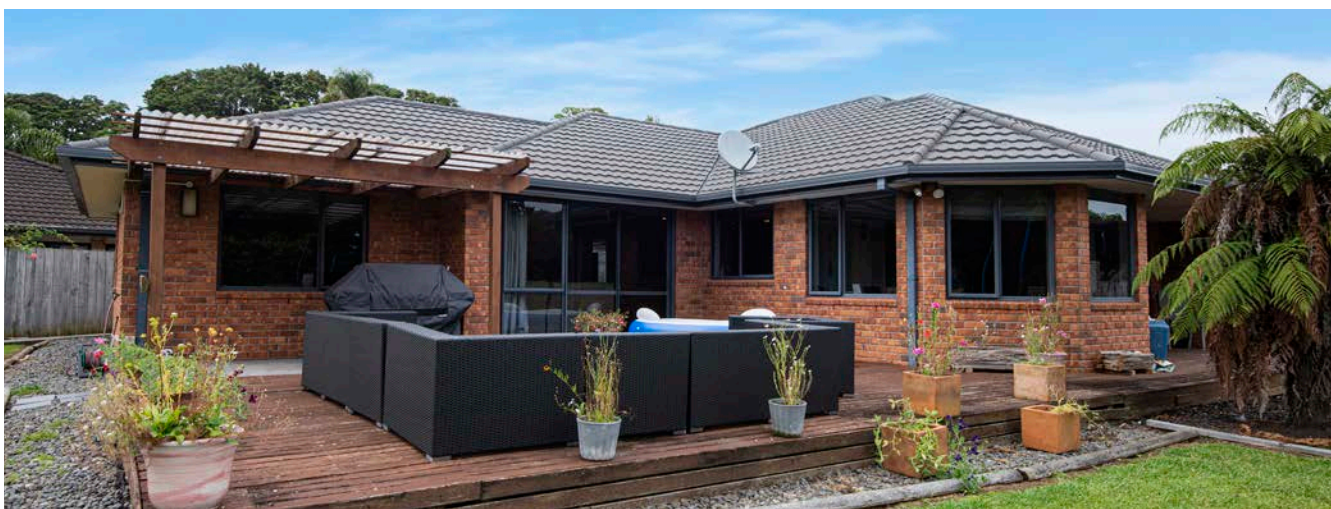
”

An aerial photograph of a large, scenic farm property. The main house is a large, modern-style building with a dark roof and a covered outdoor area. It is surrounded by several outbuildings and a paved area. The property is situated on a hillside overlooking a large body of water, likely a lake or reservoir. The surrounding landscape consists of rolling green hills, dense forests, and distant mountains under a cloudy sky. A prominent blue circular graphic in the upper right corner contains the text "SOLD FOR \$3,400,000".

**SOLD FOR
\$3,400,000**

**SOLD
FOR \$1M**





Case Study: **Kamo**

14 Daviot Place, Kamo

18100m² 4 2 2

“ 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





Your **Harcourts**