

smart  
real estate

WHY **DEBRA HAKARAIA**  
SHOULD BE YOUR **NEXT**  
**LICENSED AGENT...**

*Debra Hakaraia*



**PASSIONATE  
PROVEN  
PROFESSIONAL**



Truly New Zealand.....100% local.....and with a marketing edge like no other

Debra lives and breathes real estate and believes Real-estate is a life time career. I have sold property in Christchurch, Queenstown and Noosa gaining invaluable marketing strategies while working with the best entrepreneurs and agents in the business. If you are looking for a passionate licensed agent with two decades of selling real estate, one who excels in marketing your property and achieves outstanding results you have found the right person. Debra speaks strongly of her commitment to her clients, who for many years have benefited directly from her expertise and knowledge. Her professionalism, integrity and intuitive approach to real estate are well recognized throughout the industry.

**“I’ve sold millions of dollars’ worth of property and I’ve gained invaluable marketing and deal broking skills which directly benefit my clients in all aspects of promoting and selling their properties.”**

Being the founder of Smart Real Estate, you can be rest assured you are onto a winner. So when it comes to selling your most valuable asset, don’t waste any time, make sure your first call is to Debra Hakaraia.

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**MANY PEOPLE ASK, “WHY IS DEBRA SUCH A POPULAR REAL ESTATE AGENT? IS SHE THE BEST TO SELL OUR PROPERTY?” THE SMART ANSWER IS SIMPLE: YES!**

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Thank you Debra for your hard work in achieving a sale for my property 80 Hartley Ave. At times I was under a lot of stress, but you managed to keep things going. I would recommend Debra to any other vendor requiring a sale. Debra was very professional and straightforward which I appreciated. Once again. Thank you. **Carol Miles**

We sold our home recently and were very impressed by Debbie’s expertise. We were in contact regularly and had progress reports every step of the way. Debbie worked hard for us, she is a Total Professional and her savvy Business acumen and attitude had us Sold within three weeks! We would happily recommend her in the future to friends and family. **Fiona and Mike Davidson (City Councillor for Papanui)**

Smart real estate is often referred to disparagingly as the ‘1 percenters’ by the traditional ‘bricks and mortar’ real estate aristocracy (the 4% plus commission folk). Well having previously gone through the traditional agencies with 0% results over 4 MONTHS Debra was able to achieve a 100% result within 4 DAYS of listing! Debra gave 110% effort and attention to detail towards selling our property and seemed to work 24/7 (often over nights, weekends and public holidays) to achieve the outcome. Debra possesses a high degree of integrity and honesty in an industry known for its hype and hubris. Together with a truly professional, energetic and passionate work ethic, Debra is simply exemplary in her field and comes highly recommended by this very happy vendor. In short, Smart real estate simply has a better business model and ‘go to market’ strategy than the traditional agencies! **Mark and Vicki Camilleri**

Debra Hakaraia is a terrific real estate agent. We approached Debra after having not been able to sell our property the previous year with one of the traditional “big” (higher priced) firms. One of the best things about Debra is her ability to listen and understand the seller’s fundamental motivation, ideas, and goals and then translate those into a no-nonsense, comprehensible marketing plan. There is no “up-selling” or pushy tactics that would simply inflate your costs. Debra uses the best, most affordable tactics that only contribute to the number one goal which is selling your house and property to the best, most qualified buyer with the least amount of fuss at the highest possible value. We have nothing but praise for Debra. She sold our house and separate section for the price we wanted and she did it in a matter of weeks, not months. Debra is also a very amiable professional. Any reasonable, realistic buyer would find her to be knowledgeable, friendly, and trustworthy. She knows her stuff and hangs in there all the way through the settlement process until closing. We always felt at ease with Debra throughout the process. There is no reason to even entertain the idea of listing your house or property with anyone else. **John and Michaela**

Excellent service all round from Smart Real Estate from my 1st enquiry through to completion. The advise was good, the communications prompt and relevant. I would definitely recommend this agent and in particular, Debra Hakaraia who was always polite, courteous and understood our needs. **Chris and Michelle**

Debra was an absolute pleasure to work with. She was always very respectful and positive, making the house sell an easy and calm experience. Her marketing strategy is very professional but also according to sellers wishes. I would highly recommend her to anyone looking to sell a house! Thanks Debra for everything! **Hamish and Eva**

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**CALL NOW TO DISCUSS 0275 620 420**

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