

# Gerard & Karin Charteris

## Our commitment is your key to success

Gerard & Karin have been working together as a very successful husband and wife team for over 16 years and have consistently been positioned in the top 5% of salespeople working for Barfoot & Thompson Ltd throughout that period. They both live and work in Remuera and have brought up a family of 2 daughters and a son. They are now the proud grandparents of 5 grandchildren.

Born in New Plymouth Gerard has had a varied and challenging career path. He began his working life in the insurance industry transferring to Taupo on promotion and changing his allegiance to the finance industry with the merging of those industries in the early 1980's and ultimately shifting to Auckland to take up a senior position in the Corporate Banking and Marketing Divisions of a large Corporate Bank.

Since 1993 he has been using his well honed negotiating skills and financial background to assist him in selling residential real estate. In his first year of real estate he was awarded 'Rookie' of the Year and is recognized today to be one of the top agents working out of the Remuera Branch of Barfoot & Thompson Ltd consistently achieving top prices across a spectrum of property values – specializing in the Eastern Suburbs from Parnell through to the Bays.

Living and working in the Remuera area has meant that they both understand and appreciate the many attributes of the area and this has strengthened their commitment to vendors looking to maximize their investment in real estate. Gerard says: "I enjoy striving to achieve the best possible price for my vendor within the shortest period of time, without causing them undue stress. It's immensely satisfying to shake their hand and conclude a deal knowing that my vendors are completely satisfied. It requires commitment, honesty and a good deal of hard work but to marry a property to an enthusiastic buyer - the result is just magic!"

Gerard is assisted by his wife Karin who deals with the marketing side of the business arranging appointments, attending to correspondence and assisting with hosting open homes.

"Real Estate is not just job – it's a way of life"

**Gerard & Karin Charteris**  
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