

*What My  
Vendors  
Are Saying*

"Terry was everything we could have hoped for in a Real Estate Agent - honest, up front, realistic and supportive. In a crazy busy time in our lives she took all the stress of getting ready for market out of our hands and with her amazing styling and taste, made our home look better than we ever had.

Terry goes above and beyond to get the job done, far more than just turning up for open homes. Her flexibility and sense of humour made the process an enjoyable one. We wouldn't hesitate to recommend Terry to anyone and everyone - nothing is a problem, and above all her integrity is truly valued."

- Joshua & Rebecca Wedding, April 2019

"From the very beginning Terry recognized the value in our property and went above and beyond to showcase the attributes of home through multiple marketing channels. Terry's dedication to her job, along with her professional and innovative support team enabled us to fully trust in what can be a stressful and emotionally charged process. Terry is an active listener with outstanding communication skills and she took her time in understanding our selling needs.

She has been a great support and accomplishes everything with a remarkable degree of integrity and competency that is difficult to find these days. As a result the sale of our property met our expectations. With this level of excellence we have recommended her to many of our personal and business contacts and have only received positive feedback. We consider ourselves privileged to have had Terry Connell market and sell our home in Birkenhead."

- Carrick Stuart & Suzie Parkyn, September 2019

"Buying and selling a house can be extremely emotional, daunting and exciting all at the same time. Terry's knowledge of the marketplace and industry experience brought us insight and creativity to add value in order to reach our top dollar.

Her relentless commitment on and off the clock to answer any questions and concerns was unparalleled. I would highly recommend Terry as the agent to buy or sell."

- Benjamin Mitchell

"We have the blessing of having Terry as our real estate agent for both buying and selling our house. She is the best!!

Terry goes above and beyond when working with you. She has an awesome package deal for selling your house too!

Terry kept us informed the whole way. Communication is so important and Terry was always there to keep us up to date. Her big heart and caring nature really puts you at ease. I would definitely use her again. If you are looking to sell your home, then definitely use Terry!"

- Ben and Tash Medwin

"Over the past month we have been lucky enough to work with Terry to sell our home. We can honestly say Terry goes above and beyond what you would expect from a sales agent. Terry communicated with us constantly letting us know important feedback from buyers and other agents making sure our expectations were realistic and ultimately met. We enjoyed Terry's sense of humor which made what could have been a stressful process a lot more fun and exciting.

Before going to market, Terry was able to advise us on how best to present our house and support us with staging where necessary. We believe this made a huge difference to the volume of buyers and ultimately getting the best price for our home. We both had faith in Terry knowing the area we are in and how buyers are reacting in this market. With her knowledge, experience and connections, Terry was able to communicate with different experts quickly to give advice on small issues that arose during the campaign. This continued to give us confidence.

We want to thank Terry and her team for delivering what they promised and more with the sale of our home. We look forward to working with Terry again in the future."

- Ben & Tracey Kelsey, September 2019

"Where do I start...I have dealt with many, many agents over the past 5 years but I have to say Terry Connell would be one of the most thorough, professional, amazing, social, kind hearted agent I have ever had the pleasure to deal with.

She not only goes that extra mile to achieve the goal set for your house but she will go ten extra miles!

What a great agent and an amazing person, Thank you Harcourts for giving us one of your best."

- Karen Tapp

We used Terry for our recent property sell in Hillcrest. Her experience shone through. She was knowledgeable about the area and the type of buyer who would love our property.

She helped us style and get it showroom ready and I truly believed helped us sell our home for a price we were very happy with. Also, Terry is just lovely to deal with. You can ask her anything and she's there to help at a time that works for you. Selling a house can be stressful but Terry took a lot of that stress away. 100% recommend!

- Ben & Angie Easte, July 2021

I recently engaged Terry Connell of Harcourts Glenfield office to market and sell my home. Terry gave me quality time and advice and her recommendations to stage the property, invest in marketing, and go to Auction were absolutely right! With her excellent knowledge of the market and buyer sentiment, Terry developed a smart strategy around how to proceed at each step of the way, and worked very hard to position my property in the best light with strong interest from potential buyers. At no time did Terry over promise or over inflate my expectations on anything.

On the day of Auction the house was packed! The bidding was strong and highly contested and yielded a 15% premium over and above the Pre-Auction amount I would have been happy to accept, and this more than justified the up front investment in staging and marketing. This whole process took just 3 x weeks from staging to Auction. If anyone is looking to sell their property, I strongly recommend working with Terry and the Harcourts Team.

- Alan Yardley, June 2020

Terry Connell of Harcourts Glenfield recently sold my property in Hillcrest. You want Terry on your team. She is professional and gave clear and direct advice on what the current market was looking for. She captured the interest of buyers so well.

Open Homes saw a constant stream of people whilst the neighbouring property, on the market with a competitor company, had very few. I had a Pre-Auction offer come through and the Auction was brought forward with a result that far exceeded my expectations. Results speak for themselves. Thank you so much Terry!

- Tracie, August 2020

Terry is a fantastic agent who I would recommend to anyone thinking of selling their house! She is so helpful and went "above and beyond" for us on multiple occasions. Terry's communication skills are great, we felt "in the loop" with what was happening from the first time we met her right through until the "SOLD" sticker was stuck on our sign.

She has immense real estate experience and was able to give advice about how best to market our property and what small aspects we could change to get the best result. Our house had a pre-auction offer that we accepted after only one weekend of open homes, so this shows just how amazing Terry is at her job!

- Sharleen Telford, April 2020

Josh and I just wanted to say THANK YOU! Your expertise and very personable manner made the whole selling our house process so easy, from styling our home to bringing fresh flowers to the open homes and your communication throughout was just amazing, my husband and I named you the "dream team" because that's exactly what you are! Your knowledge of the area and type of people you thought would be suited to our house and marketing it from there led to you selling our house in just over 1 week with 10 offers for us to consider.

Even more than selling our home you went above and beyond that by getting us a rental to move into before our next house purchase. You also helped us with our next house purchase that we ended up buying at Auction. You made the process so enjoyable and took so much of the unknown away. We would definitely use you and your team again.

Thanks again ladies! We will miss our daily text chats with you and would love to work with the dream team again in the future.

- love the Bundys

Terry Connell was recommended to us by a family member who had worked with Terry at Harcourts Glenfield.

Terry listened and worked tirelessly for our benefit and gave great advice regarding house presentation and our advertising campaign. Terry knows her market and buyers well and will fit her clients with the most likely purchasers she can find.

With the help of her team at Harcourts Glenfield we met our price goal and was very pleased with the process and result. We highly recommend Terry Connell as your agent at Harcourts Glenfield.

- Cliff & Jenny Driskel, November 2018

Eight years ago Terry sold us into this house, and she's just sold us out of it.

The marketing campaign was an absolute whirlwind- with 7 buyers conducting builders' reports, and nearly a dozen registered buyers on auction day. I seriously doubt that a single day went by without Terry visiting the property at least once. Despite the massive workload of managing all those interested parties, Terry remained upbeat and positive, sharing her enthusiasm and confidence with everyone she dealt with. All this culminated in an auction like no other....! Over 100 people at the on-site auction, and a sale price on the day which exceeded the top estimate by more than \$100k!

We are indebted to Terry for her professionalism and insane work ethic. We are convinced that she earned us a price which far exceeded everyone's expectation, and easily covered the listing costs. I have no hesitation in recommending Terry to other prospective sellers- you wont be disappointed!

- Brent and Jo Smith

Terry was everything we could have hoped for in a Real Estate Agent - honest, up front, realistic and supportive.

In a crazy busy time in our lives she took all the stress of getting ready for market out of our hands and with her amazing styling and taste, made our home look better than we ever had. Terry goes above and beyond to get the job done, far more than just turning up for open homes. Her flexibility and sense of humour made the process an enjoyable one.

We wouldn't hesitate to recommend Terry to anyone and everyone - nothing is a problem, and above all her integrity is truly valued.

- Bex Morrison, April 2020

Terry did a lot more than just selling our house. She was there for us through every step of the daunting process. Terry values presentation and made a conscious effort to ensure our house looked amazing with staging and propping.

She communicated everything open and honestly and ensured we knew what was happening with the house at every moment. She understood how stressful and emotional it is to sell your family home and made an effort to relate and connect with us. We are so lucky to have had you sell our house.

We could not have asked for a better, more reliable, compassionate and honest real estate agent. Thank you so much Terry and your amazing team behind you at Harcourts. We are now very lucky to have Terry as an amazing family friend.

- Jenny, Lara & Jack, December 2019

When you are considering selling your home, you need to have the support of a motivated and experienced sales professional that you can trust. Terry Connell from Harcourts Cooper & Co, Glenfield exceeded our expectations in this regard, from the beginning of the sales process right through to the successful conclusion.

It was important for us that any problems we encountered along the way were handled in a swift and professional manner, and Terry was able to do just that, backed up by her extensive team of professionals. Terry was able to transform our garden and surrounds, and address any maintenance items autonomously. And because of her deep experience with North Shore properties, she was able to provide sound advice on our target market and price expectations.

Terry was always available, willing to help, and placed a high priority on our success. Above all, Terry's happiness and cheerful attitude throughout the campaign was an inspiration to us, and we are very grateful to have had her services during our sale.

- Simon & Hannah Keys

If you are looking for a hard working and honest sales agent you've found her right here...Terry Connell.

Her professionalism and positive personality, coupled with the excellent communication and delivery of information from Terry and her PA Debbie was faultless.

Terry is one of those rare agents with genuine care and is invested in the people involved in the process. I was fully informed and kept up to date with progress reports right through to the auction day and settlement day. Terry made the process very simple and her service exceeded my (high) expectations.

- Kath, December 2020

Terry was HIGHLY recommended to us to sell our house and I can see why. She and her team went beyond expectations to make this process easy and the best we could hope for. If you are thinking of selling your house you cannot go wrong to meet and talk with Terry about it first. No pressure in regards to signing up but the most helpful information in getting the best out of your property for sale. The time spent with Terry getting ready for sale was invaluable.

We had a result that we are over the moon with - she was not the first agent I saw but after meeting with her, we knew we wanted to go with her. This is one of the biggest projects that you will do so you must get it right - with Terry and Rodger on your team you will! It costs nothing to meet with her and you will definitely not regret it. Thank you so much Terry and Rodger for all you did for us.

- Diane Mayhall, January 2022

Having met Terry at an Open Home over 10 years ago, I had no hesitation in who I would use to sell my home 11 years later. Terry has always been open and honest, and spot on when it comes to her knowledge of the market and selling expectations.

First and foremost, Terry and her team make the whole process stress free. My home had tenants at the time, so for me to not be the person in the middle was amazing. Tradies, styling, open homes – Terry was there. Everything was handled with the utmost professionalism – I was constantly informed at every corner and couldn't have asked for anything to be done, or go any better.

I would definitely use Terry again and recommend her (and her team) to anyone looking to sell their house – stress free... you might even have a laugh along the way!

- Justine Black, August 2021

I couldn't have felt in better hands with "The Dream Team" of Terry Connell, Francee Boulton and Kim Wheatley handling the sale of our property in Island Bay. From our first meeting together I knew that I could sit back and trust these experienced and caring women to manage and promote with heartfelt commitment the sale/open home process.

Attention to detail was over and above expectation with personal touches made by each agent. Communication was fantastic through our WhatsApp group and I felt "kept up to date" throughout the sale process. Thank you all and I wish you many more happy customers in your future

- Lynette, February 2022

We engaged Terry as our agent in the sale of our rental property in Glenfield in March this year. Initially this was to provide feedback on what we needed to do to ensure the best result given the volatility of the market. Terry provided succinct information on the state of the market and what we could expect from a sale.

We listened to Terry and got to work repainting inside and generally tidying up the property we had owned for 27 years.

Terry's advice proved accurate with the reason put down for the sale as the effort put in to update and modernize the home. Dealing with Terry was an absolute pleasure knowledgeable, concise, helpful, and willing to go the extra mile to help with the sale.

I would recommend Terry to anyone wanting to get the best price for their home.

- John

Terry and her team provided exemplary service from initial engagement right through to the sale process up to auction day. She provided essential advice on how to best present our home and did not rush anything to ensure that the house was ready for market. A true perfectionist. A short and sharp campaign with a great outcome for all involved.

- James & Nok

Patient, coupled with a subtle tenacious attitude. I typically don't use agents and have sold houses privately over the last few years! Terry changed my mind and what a blessing she is.

The sale was tricky and she delivered a 'win-win' outcome to a seller & buyer with high standards.

Terry is an honest, straight talker coupled with a wealth of knowledge and industry experience. Thank you Terry Connell; I would highly recommend you!

- Kelly, Feb 2022

Top Notch Agent, the Best! Terry and her team took our two cottages to sell just as the market was changing and pulled off some superb results. She helped us hugely with presentation from advice on colours for the refresh before selling through to superb house specific staging. The staging was simply legendary and brought out the two very different cottages character even further. We couldn't be happier. Such a pleasure to deal with. Terry tells it like it is, is big on communication, has a super eye for style and detail and is a fabulous tactician when it comes to brokering deals.

- Shane & Alison, January 2022

Successful - brilliant really! You know you are on to a winner when you're open, frank, knowledgeable agent stages your houses for you with care and enjoyment and then proceeds to fall in love with them! As did the buyers. Naturally she knows how to promote the house and is sensitive to changing marketing. We trust Terry and can thoroughly recommend her to anyone selling a house or buying.

- Evelyn & John, January 2022

Terry has been a real trouper these last few weeks. Keeping me up to date with everything going on and keeping me sane!! She is very understanding and lets you make up your own mind (with a little guidance)!! I would definitely recommend her and would have her again in a heartbeat.

- Susan Smith, May 2023 (1/94 Island Bay Road)

Terry is a spectacular representative for all the real estate industry. Business wise after 23 years of success in the market, there is not many things she can't offer a solution for.

Solution and outcome based focused; Terry also provides a vast network of contacts to connect her clients to their needs.

Imaginative, creative with her insight and understanding she provides not only the business service however her outstanding point of difference is her humanity & empathy.

Working with her was a blessing, taking all the stress out of an otherwise high-pressure setting. Terry gets it done and done to perfection.

Jane Hunter, June 2023 (51a Aeroview Drive, Beach Haven)



The reason for choosing to go with Terry and her Team was a simple choice.

We had received many letter box drops from various Real Estate Agents over a long period. A large percentage did not have the spelling of our names correct and other details were also incorrect. Over three months we received a mail drop from Harcourt's, each time it was constant and with the correct spelling of our names and other details and not pushy. So it came down to things like small detail when making our choice.

Once we had made our decision it was all very easy to deal with Terry & the Team. The staging was organized and set up by Kim who did a great job of making our home look great and ready for presentation to the market.

The open home days were all organized and run well to present the home to potential buyers. All through out the process we had the wonderful Sissy & Iris in the sales team assisting Terry and Sophie doing the administrative and organizational side of things.

All in all a great set up involving a very professional team.  
Special Thanks to Terry, Sophie, Sissy, Iris & Kim at Team Connell.

Brent & Maarit Limmer , June 2023  
1/10 Hillcrest Ave, Hillcrest

Selling a house can be a time of heightened emotion, it can be exciting but also a time of vulnerability and uncertainty. It is important when selecting someone to represent you that they will work hard to sell your home but also understand your journey.

The campaign on my home was incredibly successful, busy open homes, great photos, multiple bidders and a sale at auction all delivered in a tough down turn property market. But that's not all I will value when looking back on this journey. Terry's depth of knowledge and experience is her strong foundation you can depend on, but layered on top is personalised care and understanding.

Terry has seen it all, she's one of those people that understands and doesn't judge, she's supportive and caring and patient. Terry understands that it's not just a house, it's your home and with that comes a level of sensitivity which I appreciated with every interaction.

If you are selling your home and need someone to guide you through however tricky your circumstance may be - you will be in safe hands with Terry and her team.

Angela Mortlock, July 2023  
46 Monarch Ave, Hillcrest

Team Terry was simply amazing every step of the way with this property. We purchased the property from Terry and her team after it failed a building report, we set about creating a beautiful new home for someone. Terry worked with us throughout the project on colours, finishing specifications and she organised the staging and used her vast experience to present the property for sale in such a wonderful condition that less than 24 hours after it went live we had a cash-unconditional offer that we accepted.

We can't thank Team Terry enough – experience = results every time.

Mark Trafford and Lorna Atchison, August 2023  
51a Aeroview Drive, Beach Haven

Terry and her team have been invaluable throughout the sale process of my mothers' house. She took the time to listen and understand our situation and achieved a fantastic result in a very short time.

A brilliant result for novice vendors! 100% recommend!

Gareth Evans, August 2023  
120B Monarch Ave, Hillcrest