

# FIL DEFINA

**Senior Sales Consultant / Licensed Estate Agent**

Over the past 30 years, Fil has earned the title of an awarded sales professional due to her commitment to both vendor and buyer. She prides herself on her strength and ability to push for results while staying sensitive to every situation.

For me, every transaction is more than just a sale, its an experience. I provide every client with honest, accurate and timely information and keep their interests at heart in order to get amazing results," says Fil.

Fil is an allrounder. She has a flare when it comes to selling residential, development and commercial properties because she is not afraid to go the extra mile. She says, "my job is my hobby, it is my passion and I think that's why I completely dedicate myself to every, individual client. I strive for the same results that vendors do and won't stop until I've met them." Fil, having placed highly in Channels 7's 'House Rules' in 2016, also offers free styling and renovating advice to those who need it.

Burnham Real Estate are considered 'Experts in the West', with over 130 years of experience in the area. Fil too has a personal affiliation with Melbourne's inner west, having lived there for 25 years. When being asked about the area, Fil says she "gets excited when people want to live here too. I love the West, its where both my children are looking to live as they are starting to move out of home. There is a property for absolutely every buyer, and I love showing people that."

Fil is the agent who will understand all your questions, provide you with prompt answers and give honest feedback and guidance. She is the agent that will work with you to get results, every time.

***"because you deserve more than just an agent."***



# Client Testimonials



*"Fil was marvellous. Our property was empty and she was amazing. Her presentation advice was perfect and she checked on it regularly, even vacuuming when people were coming to inspect. She kept us in the loop with every interested person and negotiated a sale for us. Even during the settlement period she rang to keep us in touch with the conveyancer's requirements. If you want a supportive, lovely lady to work for you .....pick her."*

*"Fil was fantastic - you could tell she would work just as hard on a 6 bedroom mansion as she would on a 1 bedroom unit! Really great expert advice, and made the process of selling simple. Our unit sold much faster than others in the area - a credit to Fil's well written listing!"*

*"Fil was a helpful and responsive agent with a lot of useful advice on the best way to market your property to ensure its presented in the best possible light. We always felt we were in good hands with Fil."*

*"Fil was extremely professional and was a pleasure to detail with. She was very knowledgeable about the area and the current market. She able to deal with tricky tenants in a very personable way. And secured a very good sale price for me. I would highly recommend Fil."*

*"Exceptional service, great empathy & understanding when joint owners had differing views on the sale of property. Fil's tenacity & frankness was much appreciated leading to a good sale result. Thanks for your service Fil, you are an authentic professional."*