

Don't Get Bulldozed Into Underselling Your Property



With collectively over 50 years experience in Real Estate and references to support our values...it is critical that when choosing an agent you choose one with experience and a great work ethic. Bayleys and the Three Marketeers work tirelessly to ensure that our sellers are 100% happy with their result. With in excess of 17 million in sales in the past 6 months we have a lot of happy sellers! There are many urban myths around real estate like 'your first offer is your best'. At Bayleys we do not subscribe to 'the first offer is your best' notion, especially not in this current market. What we do subscribe to, however, is going the distance to get the best price possible for our sellers. This means leaving no stone unturned. We provide the complete package, including the value of our knowledge and our great negotiation skills. Dealing with multi offers remains one of the most difficult tasks we complete in our daily work. Someone is inevitably going to miss out, and the phone call to an unsuccessful buyer is always a difficult call. Terms and timing often play a key role in vendors' decisions. Cash unconditional offers are generally favoured over conditional offers. Surprisingly, a cash unconditional offer can take preference over a competing offer that

is significantly higher in price, based on the fact that there is no risk. The deal is done and everyone gets on with life.

So what is happening in our market?

Keeping those of us that live in the provinces appraised of what is really happening in the market is a big task as the media tend to report what is happening in the main centres and this isn't usually a true reflection of what is happening locally. Sales numbers for June 2017 (84) were well down and those for June 2016 (186) - an interesting fact here 97 of those sales were under \$300,000 compared to June 2017 where there was only 30 sales under \$300,000. We don't feel there is anything to be read into this, it is simply a matter of low levels of stock results in low levels of sales. We have lists of people that would come to the market right now if they could find their next home prior to listing. With supply well outstripping demand the real estate wheel continues to turn albeit a little slower at present. In a nutshell - if the city had more properties to sell, the city would record higher volume of sales.

The other most topical question asked of agents

is "when is a good time to sell"? The only answer to this is when it suits your life best. Contrary to popular belief Real Estate sales are not seasonally motivated. Sales are predominantly motivated by necessity or desire. Hand on heart; We do not know a single person that lists their property for sale for entertainment.

If you are thinking of selling and you are worried about how your property presents in the winter - don't, purchasers are not silly no matter what the season they will look at sun and heating, nothing is more inviting than a warm cosy home in winter. A recent survey of buyers by Colmar Brunton recorded, number one on the wish list of a new home is sun, second location, and third number of bedrooms.

So for those of us in Real Estate and basically if you are reading this article, that is you - it is business as usual. If you are thinking of making a real estate decision, just make it. Procrastination changes nothing - as it is often said, a change is as good as a holiday. Moving house is good for your soul a change in environment can have a very positive effect on your life.

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