

November 2013 Update

How to Bid at Auction

Auction season is in full swing this year with a record number of auctions held last weekend.

On the day of the auction ensure you arrive early and make a final inspection of the property. You can check the contract of sale, vendor's statement, and auction rules which should all be on display for at least 30 minutes before the auction commences. If you have any questions about the auction rules, ask the agent in attendance.

Before the auction commences, be sure to position yourself where you can see the auctioneer and where they can see and hear you. Make your bids clear by announcing them and raising your hand.

During the auction, the auctioneer should announce if the property is "on the market" if the owner's reserve price has been reached. If the reserve price isn't reached, the property will be passed in to the highest bidder, or on a vendor bid.

If it is passed in, the owner must first negotiate with the highest bidder for the purchase of the property. So if the auctioneer announces that the property is going to be passed in, it is a good strategy at this point to make sure you are the highest bidder to secure this option to negotiate with the owner.

Once the property's passed in, it is too late. The auctioneer can't reopen the auction to accommodate a late bid and override this option that someone else has secured ahead of you.

While the owner needs to negotiate with the highest bidder, if you are not prepared to meet the owner's asking price, the owner may end negotiations with you immediately and start negotiating with another interested party.

If you are not confident about bidding at auction you should consider using an REIV buyer's agent, who can be engaged to assist with all aspects of the process, including the bidding. (Source: REIV)



Keep in touch and up to date by following us on:

Ray White

Cheltenham / Dingley Village



Property of the month:



2/6 Parkin Avenue, Cheltenham

You Are Sure To Love This One!

Nestled within one of Cheltenham's most attractive streets you are sure to fall in love with this free standing townhouse. The two sizeable bedrooms, generous living environment and 2 car accommodation are sure to impress. It is well appointed with heating, r/c air-con, gas cooking, dishwasher, separate w/c and loads of storage space. Situated a short walk from Southland, transport, parkland, cafes and schools. No shared land/no body corporate. 1 of only 2 townhouses. Approx 339 sqm land

Auction: Saturday 30th November at 12:00PM

CONTACT: Travis Day 0438 808 841

PRICE: \$440,000-\$480,000



a little **Ray** of giving

This December you can make a difference to less fortunate families in our community by delivering a Christmas gift to our giving tree

Proudly run by Ray White and Rotary, all you need to do is purchase and wrap a gift for a child, then pop the gift under the tree in our Ray White Cheltenham or Dingley Village offices. Tell the Ray White team if it for a boy or a girl and their age and your gift will be delivered by Rotary to a local family who will appreciate the gift to lift their festive season. Start giving from **1st December**.

Some of our New Listings:



12 Casco Place
Dingley Village



5 Jolimont Place
Dingley Village



4/61 Blackwood Avenue
Mentone



21 Kenjulie Drive
Bentleigh East



9 Benkle Avenue
Cheltenham



9 Linden Avenue,
Cheltenham



6/11 Garfield Close
Cheltenham



2 Julius Avenue
Dingley Village



7 Tyrrell Terrace,
Waterways



6 Metung Court
Dingley Village

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Getting to Know Tania Hunt

Property Manager Ray White Cheltenham



Within 12 months of employment at Ray White Cheltenham, Tania Hunt was named employee of the quarter in recognition of her can-do attitude, customer focus and bubbly demeanour. Now a vital component of the Property Management team, Tania is renowned for going above and beyond to ensure all requirements are met for both landlords and tenants alike. Tania has built a solid reputation around her ability to adapt and respond to client needs, creating a significant point of difference and a greater, more loyal client base. Tania takes pride in ensuring success for her valued clients by taking the time to not only listen but to understand their individual needs. Tania loves real estate and gets excited by the influence successful property management can have on an investment property. Tania immerses herself in her job so that she is capable of not only supporting her clients today, but leading their investment tomorrow. Professional, enthusiastic and determined – Tania has proven to be a popular asset not only to Ray White but to both her landlords and tenants.

Contact Tania on 9584 8288 or Tania.hunt@raywhite.com

Q: What are you currently listening to on your iPod?

A: Bernard Fanning - Departures

Q: What is your favourite quote?

A: Life is what happens to you while your busy making other plans

Q: What is your favourite book?

A: My sistser's keeper by Jodie Picoult

Q: What do you enjoy doing in your spare time?

A: Hanging out with friends & partner

Q: If you could have dinner with any 3 people (dead or alive), who would they be?

A: Bernard fanning, Gerard Butler and Jennifer Aniston

Q: What is your greatest accomplishment?

A: Buying a property with my future hubby

Q: What would you do with \$1 million dollars?

A: Pay off the house, go on a massive holiday, buy an investment property (or 3) and shop!

