

Property Management Newsletter

January 2019



Have you thought about buying another investment property?

1/44-46 Booner St, Hawks Nest NSW 2324

4 bed, 2 bath, 1 car

\$520,000

This property could be rented at \$380.00—\$400.00 per week



Are you contemplating moving? Here are some handy hints in seeking out the services of a real estate agent.

FIVE QUESTIONS TO ASK YOUR REAL ESTATE AGENT

If you are choosing a real estate agent for the sale of your home, there are certain things you need to know. Most homeowners don't sell their house very often, so it can be easy to become "out of touch" with the real estate industry. If you're fresh to the market and feeling bewildered, here are some things to ask your real estate agent.

1. Track record

It's an assumption we make on many things in day to day life: past performance is the best predictor of future behaviour. We believe this of our employees, spouses, family members and even corporate brands. The same applies to agents. Someone who has been in the industry for ten years and only has a couple dozen sales is not nearly as active or successful as someone who has hundreds of campaigns under their belt.

2. Find out about their market knowledge

You'll likely listen to multiple presentations before choosing a real estate agent, and if they're all good, how will you choose? Market knowledge can be a great indicator of how well prepared someone is to handle the sale of your home.

An understanding and awareness of houses for sale in your area can often make up for a lack of track record.

3. Recommendations

Think of this like a job interview, the agents you're talking to certainly do! And as with any good job interview, there should be references on hand. Ask the agents you talk with to provide recent testimonials or letters from vendors that can attest to their performance.

4. Ask questions that matter to you

When you interview a few agents, they will generally come prepared with a presentation. This will cover a lot of information and should give you a pretty good idea of their personality, sales skills and background. However, if you have questions that concern you, don't be afraid to bring them up.

5. What marketing should you undertake?

Some agents will choose to discuss marketing tactics and costs at the outset. It may seem uncomfortable to talk about dollar figures so early on in the relationship, but it's important.

At the end of the day, the real estate agent you choose will have a big effect on the sale of your property, so be prepared.

Call **RENEE SPITERI** our professional property manager

for all of your property needs!

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