

RealEstateNews

INFORMATION TO HELP YOU WHEN BUYING OR SELLING | Edition 5 |

‘Open for Buyers’ Means an Open Agency

GARY PITTARD

In this Issue:



page 1

‘Open for Buyers’ Means an Open Agency

page 2

Letter from Editor

Your Best Investment

Fishing Tips For Landlords

page 3

Negotiation Not Compromise

Research the Area

Only Pay On Results

page 4

Real Estate Career

Testimonial

Property Management



If you hire a real estate agent to sell your property, you have every right to expect him or her to work hard for you. You also should expect the same from the salesperson’s agency.

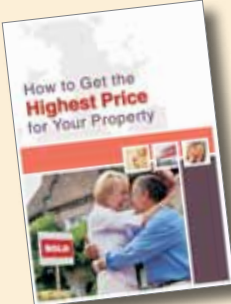
Nobody expects anybody to work seven days a week, but just because a salesperson has days off, does this mean the agency should too?

Closed offices lose buyers. For this reason you should make sure the agency in which your salesperson works is open seven days.

Many agents work nine-to-five and close on Saturday afternoons and all day on Sundays. While this may be acceptable for a bank, you need an agent who is available to buyers when they want to go looking.

Weekends are especially important. This is when most buyers have the time for home searching. It is madness to use an agent whose office closes at the very time when a buyer wants to inspect properties. When the buyers are ‘working’, so should the agency.

You never know when the perfect buyer will come along and that buyer will buy from the agent who is open. The best agents offer a 7 day service. They are always prepared to work on your behalf.



This article is adapted from the seller booklet, *How To Get the HIGHEST PRICE for Your Property*. To have a complimentary copy home delivered, please contact the agent who sent you this newsletter.



Open 7 Days  24 hours | www.timaltass.com.au

Bulimba	189 Oxford Street	3395 5955
Carina / Carindale	799 Old Cleveland Road	3843 0060
Morningside	664 Wynnum Road	3395 5955
Property Management	664 Wynnum Rd Morningside	3395 5002

Your Best Investment



What kind of property makes for a good investment?

Well, that would depend on whether you are active or passive as an investor.

Some don't have the time or desire to do anything but buy a low maintenance property, authorise an agent to find a tenant and collect the rent. Such investors are relying on the market to determine when and by how much their property increases in value.

An active investor generally has the time and often the skill to identify the right properties which, with a little work or creativity, can improve their value. If you fall into this category, that's excellent, because

you know how to add value to a property, over and above any market increase.

There is another type of property, however, that many never consider to be an investment - the family home!

Your principal place of residence, in effect is your perfect legal 'tax haven', because, you DON'T pay capital gains tax or land tax on the family home as you do with an investment property.

If you are contemplating buying an investment property, why not consider trading up on your family home instead. It could offer the added bonus of having the whole family enjoy an improved lifestyle.

To insure your family home is a great investment, make sure it provides you with the desired lifestyle and ticks all the boxes of a sound investment. It should be positioned close to all amenities, have a good floor plan as well as an outdoor living and entertainment area, to meet today's lifestyle needs.

Then once the kids have moved out, you can cash up, by selling the property and downsizing. You benefit from the increase in value and it's all free of capital gains tax.

The family home can be a great nest egg and your building block for wealth creation for retirement.

LETTER FROM EDITOR

Welcome to yet another Newsletter.

Whilst the number of sales are down right across Australia it is more important than ever (if you are selling) to make sure your agent negotiates using the best method for high selling prices and is open for business when buyers want to inspect.

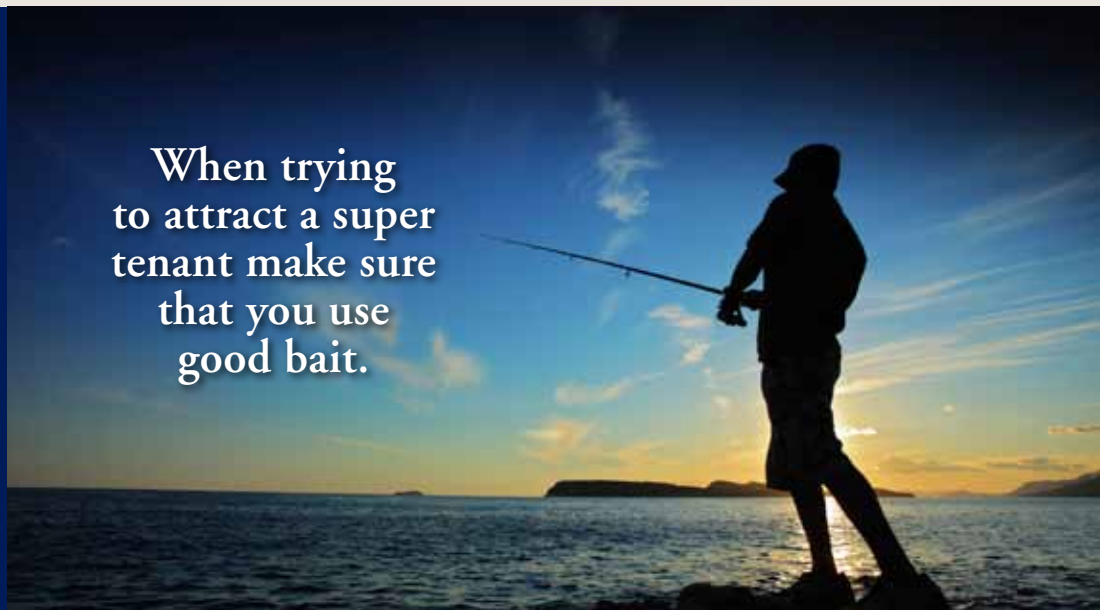
Now more than ever if you advertise a bait price - evidence is rife that it's the best you're going to get.

Thanks again for all the great feedback from these articles - it's good to know they are helping people from London to Melbourne. It's amazing how quickly it gets out there.

Until next time

Tim Altass

When trying to attract a super tenant make sure that you use good bait.



Fishing Tips For Landlords

JIM GRIGORIOU

When trying to attract a super tenant make sure that you use good bait. Generally we have noticed that the tenants you attract are as good as the property you're offering. Nice people want to live in nice properties, not dumps.

Experience also shows us that owners who keep rent moderate or even a few dollars below the market have higher occupancy rates and more stable long term tenancies. This results in less wear and tear on the

property, reduced costs in reletting and less stress for you.

Remember it's likely many of us rented at some stage and treating it as a home not just an investment can make all the difference.

PS. Thanks for your wonderful feedback it's greatly appreciated. If there is a subject you'd like covered drop us a line and we'll do our best to fulfil your request.

Negotiation Not Compromise

VICTORIA KNOX



Negotiation sells homes not advertising. So, when a prospective vendor interviews several agents, one of the questions they should ask is; "Are you a good negotiator?"

I cannot imagine any agent actually saying that they are not! But the prudent vendor should look at this more closely. When asked about negotiation, most agents, who haven't studied this art form, will tell you stories about how they worked the buyer up. And they will tell a tale where they have submitted an offer to the vendor who comes back with a counter offer and eventually after some to-ing and fro-ing, they meet somewhere in the middle. This is not, however, negotiation. Agents who do this are, in my opinion, "Arrangers of Compromise" not negotiators. These agents harm themselves by not knowing the buyers.

And because they do not ask good questions, they therefore, never know their buyers' wants, their needs, their time frame or their ability to pay.

Another appalling practice occurs when a buyer submits an offer to the "order-taker" agent who passes that offer on to other prospective buyers and the one who offers one more increment than the other will be the successful buyer. This is commonly called a Dutch Auction and is not only very poor practice, it is very poor negotiation! Worse yet is when the agent convinces the vendor to put the home to auction. There is no negotiation possible at an auction!

When it comes to real negotiation, a good negotiator should and must be able to prove their negotiation skills. If they cannot, avoid these agents; they will cost you plenty!

Research the Area

There are few things worse than discovering, after you have bought, that you could have bought better. If you intend to live in your home for many years, take some time to check out the area before you buy. Visit the area and make sure you like it. Check the prices of recent sales in the area. When you find the home you love, don't be shy about inspecting it more than once. The more you see a home before you buy it, the more you'll know if it's the right home for you. And finally, check out the neighbours. Research is always time and money well spent.



FREE Advertising

Only pay on results!

Tim Altass Real Estate will introduce qualified buyers to your home for **FREE**. You only pay on a sale.

No Upfront costs ✓

Zero costs if there is no sale ✓

Agent carries the advertising costs ✓

Genuine buyers waiting ✓

Buyers paying good prices ✓

Fees only payable on a sale ✓

For more details contact  **3395 5955**

REAL ESTATE CAREER

\$110,000 secure salary and bonuses

- Our sales people enjoy the best in support, ethical training and teamwork. One team now sharing three eastern suburbs locations, all the enquiry and 2 days off per week.
- This is the way real estate should be - NO auctions, NO bait pricing, high salaries and bonuses and enough time off to enjoy a life outside of work.
- Having earned "Approved" accreditation from the Jenman Group we're extremely busy.
- We're looking for mature minded people with no real estate selling experience, who own their own home and have a

proven history of stability.

- Qualifying period starts at \$77,000 and bonuses and 11 day fortnight roster.
- If you believe you can sell and would like an income over \$150,000 (this is the lowest income in our sales team) within 12 months - we'd like to hear from you.

Perhaps you too can join us for many years.

Please email your resume including a letter of introduction to: mary@timaltass.com.au

Tim Altass Real Estate | Morningside, Bulimba & Carina | 07 3395 5955

"Mel and I would like to express our sincere thanks and gratitude for the effort you and your team put into selling our house. The pressure was on from day one given we had purchased another home but your dedication went above and beyond duty and you managed to get a contract on the house in just two weeks in the price range that we were expecting.

All the staff at Tim Altass have been professional, courteous and willing to help in any way possible. We were kept well informed throughout the whole process and we felt that we could direct any enquiries to any member of the staff. It was nice knowing we had the whole office working together to sell the house instead of one single person.

We certainly wouldn't hesitate in recommending you and the services that the Tim Altass team offers."

Paul & Mel



Are you looking to lease your investment property?



The Property Management team at Tim Altass Real Estate currently have quality tenants waiting for the right property.

To find out if any of these prospective tenants suit your investment property contact ☎ **3395 5002**

www.timaltass.com.au

Maximum return with Minimum of stress

- Best Market Rent
- High Quality Tenants
- Experienced property management team
- Regular monitoring of your investment
- Stress free management



Contact Tim Altass Real Estate to discuss what we can offer you in the management of your property.

☎ **3395 5002**

Open 7 Days ☎ 24 hours | www.timaltass.com.au

Bulimba	189 Oxford Street	3395 5955
Carina / Carindale	799 Old Cleveland Road	3843 0060
Morningside	664 Wynnum Road	3395 5955
Property Management	664 Wynnum Rd Morningside	3395 5002

Disclaimer: This newsletter is not to be treated as advice! Neither Tim Altass, Tim Altass Real Estate accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this newsletter are of a general nature only and may not relate to or be relevant to your particular circumstances. There are many issues involved with buying and selling real estate so it is important that you get specific advice prior to making any decisions on your next real estate transaction.

