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*Providing quality  
Life Style choices*

**Property News  
#309**

**9 August 2017**  
Not just **Mel Vaisey**, but  
**More Value & you get  
Lynda too!**

Hello again!

We have been answering calls this week from previous clients wanting to know whether to put their homes or investment properties on the market. Basically that is a decision only the seller can make. Although market conditions are important your circumstances are what makes it the right time to sell or not to sell. We aren't in the business of pressuring people to sell but we are there to assist when they feel it is the right time.

Kind regards

*Mel & Lynda - Your Real Estate Team*

## **3/15 Donkin St, Nundah** Inspections By Appointment



### **Central, Convenience and CITY VIEWS**

- Open plan air-con living, kitchen, dining
  - Spacious undercover balcony, views to CBD
  - Compact internal laundry, plus utility room
  - Security at front door, carpark with lift direct to your door
- Looking for \$400,000 plus**

## **OPEN HOME Sat 12-12:30pm** **9/104 Zillman Rd, Hendra** **Bargain in the \$300,000s!**

Basic 2 bedroom, 1 bathroom top floor unit in Hendra. Open plan lounge dining, good size kitchen and balcony with room for entertaining and great views. Has a lockup garage, extra car space and laundry. Needs some TLC so a chance to upgrade. Currently tenanted and in a great location.

## **It comes down to basics**

It is important to price a property to meet the market in the weeks of marketing.

Most buyers are well informed through the Internet so the most important time in any marketing program is day one. And it is critical that a property is presented at the right price with the right presentation from the very start.

Professional photography is very important because more than 80% of buyers searching websites for property are deciding whether they will physically inspect a home from the photos provided online. A property needs to capture the buyers' interest in the first few seconds. Over exaggerated photos are a "turn off" as when the buyer enters what they think is going to be a big room and they find it to be much smaller they are immediately disappointed and then they notice any negatives the property may have. Realistic photography is much more effective.

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## **39 Gray St, Carina** Inspection by Appointment on Friday 11/8/17 Call Mel on 0419 799 345



This highset 3 bedroom home needs a little TLC. Lots to offer, with room for improvement so just move on in and make a start. Great location - close to schools, shops, transport. Not much in 4152 postcode at this price.

**Looking in the \$500,000s.**

## **Want to Invest?**

**There's one left in "The Crest"**

**Owner wants to move on so slashed by \$20k**

3 bedroom, 2.5 bathroom townhouse in North Lakes. Resort style living within a gated community. Pet friendly, with a sparkling pool and BBQ. Walk to shops, public & private schools, doctors, dentists, restaurants. Bus at the door and train station a short drive or bus ride. A few minutes to Westfield, IKEA, Costco, Bunnings. Currently tenanted. Priced at \$330,000 negotiable.

A floorplan is also an essential tool with buyers wanting to know whether the layout will suit their life style and family.

Some sellers don't want neighbours to know a home is on the market and refuse a For Sale sign in front of the property. But it is important to inform neighbours that a property is available given many buyers buy within 4 to 5kms of where they are currently living. Photo signboards giving a snapshot of the home can act as a 24-hour salesperson sitting in front of the property. These are the basic tools we use to display your property on the various property websites - there are others as each property requires a unique marketing strategy.