

Thinking of Selling your home...



Your Listing Agreement
Fees and charges
Marketing
Our Services



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PROPERTY

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Planning to Sell

People sell their homes due to changes in life circumstances, but for many people, there is just a feeling that it is time to move on.

Whether selling now, or in 2 or 5 years, planning your move will prepare you and your family for the major changes that come with relocating to a new home. Importantly, having a plan means leaving less to chance and reducing the financial risk associated with buying and selling property.

Seek professional advice

Before spending time and money on updating your home, it is important to know what outcome you are aiming for.

There are significant differences between renovating to rent, sell, or stay long-term in your home.

An experienced agent can provide a Market Appraisal to determine an estimate Market value of your property and advice on current Market trends and options for your next purchase. They can also give you practical advice on areas to improve, this will potentially increase your sale price.

Its never too early, call to plan your future move with us today.

Just like any significant life decision, a plan will help you and your family prepare.



Auction vs Private Treaty sale

A Private Treaty sale allows the seller to set a sale price that they wish to achieve in the Market place. Offers are received and negotiated with potential buyers until the vendor and buyer agree on the price and terms.

A sale by auction has conditions that are more restrictive, and require multiple buyers who are willing to forfeit the usual pest and building inspections for a cash sale on the day. These conditions favour buyers with preapproved finance.

When selling an entry level home, (\$500'00s) a sale by auction may turn away potential buyers who are at the lower end of the market.

The
auction
clearance
rate for
this
month is
36%.

How much does it cost to sell my property

Real Estate Agent fees and marketing costs vary greatly from over 3% commission and \$10,000+ in marketing, to a flat fee and low cost marketing campaigns.

Regardless of fees, all agents require you to sign a *Listing Agreement* which typically locks you into selling exclusively with that agency for 90 days.

How much are you really paying?

A Listing agreement is a legal commitment, and the costs may not be clearly stated. When comparing agent agreements, ensure you know the TOTAL you will pay for the service including; hidden service charges, marketing, GST and the dollar value of the commission.



Choosing an Agent

A professional agent can provide sound advice, design your marketing campaign, and negotiate to get the highest possible price for your property.

But, along with varying fees, agent's claims also vary, from claiming to have ready buyers, to claiming they can achieve a higher sale price than other agents.

Whichever agent you choose, it is worth mentioning that the commission % charged, is not a guarantee that you will achieve a higher sale price.

An experienced agent will be able to demonstrate how they can deliver a quality marketing campaign, and show a record of sales achieved in your area.

Paying more commission is no guarantee of a higher sale price.



Common claims

"We charge more, but we'll get you more."

Agents may claim to achieve a higher sale price that covers their higher commission fee.

The reality is that often the sold price does not cover the higher commission charged, and paying a higher commission does not guarantee a higher sale price.

"Your house is worth more than that."

Often the seller will be persuaded to go with the agent who's appraisal is higher. In fact, the Appraisal range, does not guarantee the best agent, or the highest sale price.

"We have a buyer for this."

Agents may claim to have buyers ready to purchase your home. The promise of a ready buyer is a claim to persuade you to sign the Listing Agreement with them.





Why choose Maude Thompson

Experience Matters

It is no secret that the Australian property Market is changing. Now more than ever, you need an experienced agent who understands how to navigate these emerging Market conditions.

In tough times, you need an agent who can not only achieve a great price, but hold a sale together no matter what.

Personalised Service

Real Estate is dominated by large brands and agents who have multiple Listings, spreading their time between the demands of many clients and their branch office.

In a competitive market you need an agent who is always available, for you, and for prospective buyers. Dedicated to just a handful of clients, what I offer is a quality of service you can rely on, where you can expect extra care and personalised service.

Protecting your Investment

An essential part of a successful sale is building trusting relationships. Tenants play a key role in the sale of your asset and can impact your sale outcome by thousands of dollars. As your agent I am committed to not only protect your asset, but to ensure collaboration with all parties to achieve the best possible sale outcome.

Living Local

Selling and living on the Bayside means I have intimate knowledge of the local property Market, proven sales in Bayside's diverse neighbourhoods, and personal experience I can share with prospective buyer about great schools, communities and the Bayside lifestyle.





Your Open Home

Open homes are the best opportunity for buyers to picture themselves living in your home. You only get one chance to make a lasting impression.

That is why attention to detail is so important. Our professional staging consultants will help you prepare your property for the photo session and plan the important elements to create a serene and inviting atmosphere for your Open House guests.

Open Home times are also important, when we schedule your Open we take note of things such as traffic flows, sound, and the best time of day to capture natural light.

Together we present your home at its beautiful best.

Experience the absolute best in Real Estate Photography

I am proud to partner with one of Brisbane's top Real Estate Photography companies exceeding expectations across property portfolios from corporate projects to residential homes.





Simply Amazing - Audience Maximizer

We all know that online is king when it comes to selling and targeting the right people. That's why we give you the option to take up Audience Maximiser. It is simply a revolution in digital targeted penetration and engagement.

With hits across multiple platforms including Facebook, and across the net, realestate.com Audience Maximiser have the largest, most engaged pool of property seekers in Australia. You can now reach that audience even when they're not on realestate.com.au, across Facebook, Google and more.

Ebrochure

Offering the latest digital targeted emarketing through re.com. Reaching over 2000 active buyers looking in your area. Ebrochure is a powerful tool to engage with your potential buyers.

Being seen buy the Right buyer, means you'll sell your property for the Right price.



For a free consultation

Call us today

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