

RealEstateNews

INFORMATION TO HELP YOU WHEN BUYING OR SELLING | Issue 044 |

How to Find Your Perfect Real Estate Agent!

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The top 3 qualities to search for in a good real estate agent

1. Communication Skills

An essential quality of an effective real estate agent is being aware of and responding to your communication needs. The real estate market is fast moving and can be time sensitive, so your agent needs to be able to quickly and effectively communicate changes so you can respond quickly. A successful agent will be proactive and in contact with you, on your terms and at your convenience.

2. Listening Skills

Quality agents take the time to listen and truly understand your unique requirements. If they are doing all of the talking, then they can't be properly listening to you!

The most important person in any real estate transaction is you. A professional agent will invest the majority of their time in understanding your personal and investment objectives, location and lifestyle requirements, budget and timeline.

Quality questions will deliver quality answers. Check in with the agent to see if they understand your needs or if they are just telling you what you want to hear.



The most important person in any real estate transaction is you.



3. Client Focused

The third essential quality in a quality real estate agent is their focus on you. The agent should be completely client focused – that means you should feel like the most important appointment of their day. Most of all, a quality agent is flexible and willing to adapt to your changing needs and circumstances. ■



**EDWARDS
WINDSOR**

Open 7 Days | ☎ (03) 6234 5500 | www.ewre.com.au

Want to know the secrets to selling for the highest possible price?

Discover 5 simple tips to make your property stand out.

Selling your property takes time, effort and a little help from the experts.

Showcasing your property in the best light will make a big difference to its value.

5 simple tips to make your property stand out!



Rent Guarantee

Edwards Windsor prides itself on its industry-low vacancy rates and rent arrears, and as such offers a Rental Guarantee. Edwards Windsor will guarantee your rent will be paid, even if your tenant falls into arrears.

Yes, that's right, if your tenant doesn't pay your rent, Edwards Windsor will!

From time to time, circumstances do arise where a tenant is unable to pay their rent. In this instance, Edwards Windsor will cover your rent until the tenant can pay. You will always receive your full rental due every month.

To find out more, contact Edwards Windsor on 6234 5500

1. Street Appeal

First impressions count! Mow the lawn, tidy and water the garden, plant some blooms, clean gutters, remove cobwebs, sweep the path.

2. Minimise Clutter

Create light and space. Open the curtains. Remove excess furniture and belongings, family photos and half the contents of storage spaces.

3. Clean the House

Make it sparkle, especially the kitchen, bathroom and windows. Remove all trace of pets.

Stop bad odours with fresh air or fragrances.

4. Interior Update

Wobbly door handles, torn fly screens and squeaky doors can be easily fixed.

Consider updating flooring or painting in neutral colours but remember that painting one dull room can draw attention to other unpainted rooms.

5. Inspect Through the Eye of a Buyer

Walk from the street and through every room, viewing your property through the eyes of a buyer. Make it easy for them to feel welcome and comfortable.

Would you like help to get the highest possible price?

Edwards Windsor are your local real estate experts who can help you prepare your property for sale.

Please call us on
6234 5500 OPEN 7 DAYS
or drop by our office at
89 Brisbane Street,
Hobart Tasmania 7000

REAL ESTATE SALES CAREER

A career of a lifetime



FREE CAREERS WEBINAR

Tuesday 25 June 2019
from 7 – 8 PM (AEST Sydney) 9 – 10 PM (NZ)

If you have ever thought about changing your career, real estate sales might be perfect for you. Successful real estate salespeople come from diverse backgrounds – migrants, mothers returning to paid work after raising their children, nurses, truck drivers, tradies, solicitors, bankers... from teens through to their seventies...You'd be amazed to see who makes it.

Find out what a real estate career could do for you. Register for the free one-hour Real Estate Careers Webinar in June 2019.

We will answer all your questions and give you a good feel for this exciting, rewarding career.

To register visit
pittard.com.au/webinar

Registration is simple and you can enjoy the webinar from any platform, from Smart Phone to PC.



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Phone: (02) 8217 8500 • Email: info@pittard.com.au
PO Box 2045 Strawberry Hills NSW 2012

IS WINTER A GOOD TIME TO SELL?

As the cooler weather sets in, many people considering going to the market will be faced with a conundrum – sell in winter or wait until spring.

Aside from the practical considerations such as work commitments, school terms and actually being ready to go on the market, the impact of the season on a campaign's success is often misinterpreted.

The winter vs spring debate rolls around every year with predictions of low or no activity during winter and a plethora of new listings ready for the spring market.

There are two points that are accepted wisdom about the selling season. Firstly, there will be a lot of new listings to hit the market in spring that have

been held back over winter. Secondly, houses present better in spring than winter.

These two points can cause people to jump to a third, incorrect assumption, that spring is a better time to sell than winter.

Economics trump seasons when it comes to the selling price. If you believe the market conditions will improve later in the year, then it would be sensible to wait. If you assess the market conditions will worsen, then waiting for better weather and a flowering garden may not be so prudent.

Winter is often under-rated as a selling season. The fact that many competing home sellers hold their properties for

the spring often creates a shortage of stock on the market during winter. With stock tightening more than demand during these months, there are clear advantages to the winter property sellers.

Winter is often under-rated as a selling season.

Admittedly, the presentation may not be as good in winter, but does that really matter if the price is right?

If you have been thinking of selling your home this winter, or would simply like to know the likely value of your home in this current market, please contact the team on 03 6234 5500.

Thinking of selling?

Want to know how to get the best price for your property?

Have your life circumstances changed? Is your current property no longer suitable?

If your property goals have changed and you're looking to sell, Edwards Windsor can help you get the highest price with minimum fuss.

Edwards Windsor offers a NO SALE, NO FEE guarantee.

We charge no upfront fees and you pay no fees at all if your property doesn't sell.

Our team are professional, approachable, trustworthy and committed to delivering the best service, so you can feel confident that your goals and needs will be met.

Want to sell your property for the highest price with no risk?

**OPEN 7 DAYS 6234 5500
or drop by our office at
89 Brisbane Street,
Hobart Tasmania 7000**

We look forward to working with you.



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Introducing Tim Hui



Tim is one of the newest members of the residential sales team, joining us in July 2018.

Tim was born in Hong Kong but moved to Sydney at just 13 years of age to attend middle school. He then went on to attend high school and university in Melbourne and graduated in 2010 with an Accounting degree.

Tim moved to Beijing to start out in his professional career, working as a Financing Officer with one of the largest wind turbine manufacturers, GuoDian United Power. After 2 years he moved to Hong Kong to work as a Customer Manager.

Tim decided to move back to Australia in 2016 and relocated to Tasmania where he then worked as a tour guide for 2 years

before taking up this challenging role in residential sales with Edwards Windsor. He enjoys the training provided by the company, which provides a successful pathway for sales consultants, and loves the team's passion that adds value when it comes to negotiating the highest prices.

Tim is fluent in English, Cantonese and Mandarin. Together with his background in accounting, you can be assured he will be able to help you with your next move.

Tim has an interest in motor vehicles and Feng Shui.

Contact Tim on 6234 5500 or thui@ewre.com.au for further information or to arrange a no obligation appraisal.

Celebrating 35 years!

Jennifer has worked at Edwards Windsor since the very beginning. Her first day was the 8th of May 1984, which means she has been with us for just over 35 years! Jennifer was 17 when she started out as the very first receptionist and is now the company's Financial Administrator.

Jennifer finds satisfaction and enjoyment in what she does and being able to finish each day with a smile on her face. She claims that this comes from sharing the work place with some amazing people who are very supportive and value her contribution.

Jennifer is a numbers person and enjoys the challenge of meeting deadlines and developing systems and procedures to make her job and also the office function more efficiently.



Outside work, Jennifer and her family (husband Glen and her two adult sons, Daniel and Lachlan) are involved in motor sports with other family and friends. She also enjoys taking care of her wonderful garden and exploring our great country with Glen in their caravan.

Edwards Windsor is very thankful for Jennifer and the years of hard work she has contributed to our company. Here's to many more!



THE INSIDE OF A DONUT!

The inside of a donut contains nothing. And that's how much we charge sellers BEFORE we sell their properties. With us, you don't fork out thousands of dollars for an expensive advertising campaign (where the biggest name would be our own!).

No, we don't charge you anything until two things happen.

- 1. Your Property is SOLD.**
- 2. You are DELIGHTED.**

If we can't sell your property and delight you, then we deserve the inside of a donut.

For a **FREE MARKET OPINION** on the likely selling price of your property, please contact us on ☎ **6234 5500** 24/7.

OPEN 7 DAYS ☎ 6234 5500

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