

Time to Sell your Property?

Enquire about our free Vendor Advocacy Service. Let us simplify the sales process and help you achieve top dollar for your property



NATIONAL
PROPERTY BUYERS
Brisbane

**LOCAL
PRESENCE**

EXPERT KNOWLEDGE

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WELCOME

Selling a property is regarded as one of the most stressful experiences in life. And when you feel your hand is being forced it can be a time consuming and frustrating process. There is a lot to think about: when to sell, how to sell, which agent to engage, negotiating their commission, deciding on the best advertising campaign, arranging inspections, and so much more.

We would like to introduce you to a free Vendor Advocacy service. No matter if you are local, overseas or interstate you can benefit from this service. Don't be fooled- Sell your property the smart way knowing that your best interests will be represented at all times.

National Property Buyers QLD is a truly unique property advisory firm. Founded in 2011 we have licensed Buyers Advocates, Vendor Advocates, Property Managers and Renovation/Project Coordinators connecting you with local market knowledge and expertise you require and deserve.

We firmly believe that all property sellers and buyers should have an independent professional advisor in their corner to help them achieve their financial and personal goals. And to that end, we have been involved in countless successful property transactions for our clients acting as a vendor or buyer advocate.

Our award winning team of advocates has extensive experience in co-ordinating and managing the entire property sales process. We want you to make our experience your advantage so read on to find out about our comprehensive and free Vendor Advocacy service.

FREE EXPERT ADVICE

Selling a property is not a daily event for most people and can be fraught with emotional and complex decisions, so why not enlist the support of an independent expert to reduce stress and get your time back. A vendor advocate acts on your behalf to coordinate the entire process of selling your property. You can be involved as much or as little as you choose. And best of all there is no additional cost to you! Vendor Advocates are paid by the selling agent selected to sell your property.

HOW IT WORKS:



You and Your Property

You start by engaging with an NPB QLD Vendor Advocate to coordinate the entire sales process of your property. We will advise you and implement our 5 steps to success process.



Vendor Advocate

We will provide you with an independent data report detailing all of the relevant and important information needed to determine who the best sales agent is in your properties local area. We will guide you through the entire pre-sale and live sale process, providing advice, and keeping you informed at each stage. Each decision is ultimately made by you.



Selling Agent

After we provide you with our agent findings you will have the final say on the selection of the Selling Agent. A Vendor Advocate will work with the Agent on your behalf, representing your best interests throughout the entire sales campaign until settlement.

OUR 5-STEP PROCESS

Each property is different and will require its own unique approach to achieve a successful result. At NPB QLD our Vendor Advocate will work with you through every step of the sales process to achieve the best outcome.

Step 1. Getting to Know You

The first step is to establish some clear guidelines regarding your personal situation, goals and needs. We will discuss how we can best serve you, including understanding your reasons for selling, establish a time frame, explain all methods of sale to get a clear picture as to what you want to achieve, and what you can expect from us.

Step 2. Selecting the Best Agent

Selecting the best Selling Agent for your property is a crucial step in the process.

We will first arrange viewings of your property from the approved best local agents. Following the viewings, the agents will submit a comprehensive and detailed appraisal of the property, which will include a campaign proposal, estimated selling range, proposed marketing and advertising charges and of course, commission structure.

You can have as much or as little involvement in this process as you like. In considering the short list of agents, we will take into account their experience, credentials, local presence and recent track record, together with an overall 'gut feel'. NPB Vendor Advocates will make a recommendation as to which Selling Agent to select, but you will make the final decision.



OUR 5-STEP PROCESS

Step 3. Presenting the Property For Sale

It is vitally important that your property is presented in the best possible condition in order to achieve the maximum price. Your NPB QLD Vendor Advocate will provide you with recommendations and tips to ensure your property is ready for the market and to help achieve the highest price. We can also coordinate any upgrades that may be needed pre-sale.

Your home may be full of special memories but a declutter and the removal of unnecessary furniture can make a big difference. Rooms that felt crowded suddenly feel large and spacious.

Furniture staging can enhance the presentation of your property, which can result in a significantly better price. And your house doesn't have to be vacant to take advantage of it, we can arrange full or partial styling on your behalf.

If your property contains tenants, it may be beneficial to give them notice to vacate in order for any necessary maintenance or improvements to take place.

In addition, all of the marketing material, adverts and boards will be reviewed by your NPB Vendor Advocate, providing independent recommendations as to any changes that may be required.

We will then discuss and arrange open for inspection days and times that will suit your schedule and maximize your property's exposure.



OUR 5-STEP PROCESS

Step 4. Selling the Property

We will provide you with regular feedback and recommendations throughout the entire sales campaign, as the agent deals directly with us, not you. Irrespective of the method of sale, we liaise with the selected Selling Agent and will provide you with the real facts about how the campaign is progressing.

If your property is being auctioned, we will be by your side at the pre-auction meeting, during, and after the auction. If you can't be there because you are overseas or interstate we will be there representing your interest.

During the auction, we will be able to gauge how the auction is progressing and provide you with valuable information and advice that will allow you to make the right decisions. Should the property pass in, we will be able to assist in the negotiation process.

All documented offers from potential purchasers are presented to you through ourselves, which allows an important buffer between you and the selected Selling Agent. We will always act in your best interests and with our extensive experience and knowledge, we are able to provide recommendations in relation to price, terms, deposit, settlement date, special conditions, etc. We will ensure you make the right decisions.

Step 5. To Settlement and Beyond

Once a contract has been formalised and all documentation has been correctly exchanged, we are still there for you, right through until settlement day.

BENEFITS

Benefits of using a Vendor Advocate versus the old traditional method.

Free Service – Our Vendor Advocacy service is completely free for clients. Upon completion of sale we invoice the selling agent the agreed percentage of their fee.

Don't Deal with the Selling Agent – We will act on your behalf at all times, representing your best interests to the Selling Agent. This means that you do not have to deal with the Selling Agent if you don't want to.

Save Time and Stress – Time is a scarce commodity, especially when selling a home. We will save you time assisting with the agent selection process and overseeing the entire campaign. We'll also prepare an extensive property report so you have the most relevant information at your fingertips. NPB QLD Vendor Advocacy take the stress out of the whole process for you. As your personal property advocate we organise everything.

Independent Advice & Personal Service

– Your best interests are always our responsibility. Our feedback will be completely independent. Our goal is to ensure you receive the best possible price with the best possible conditions.

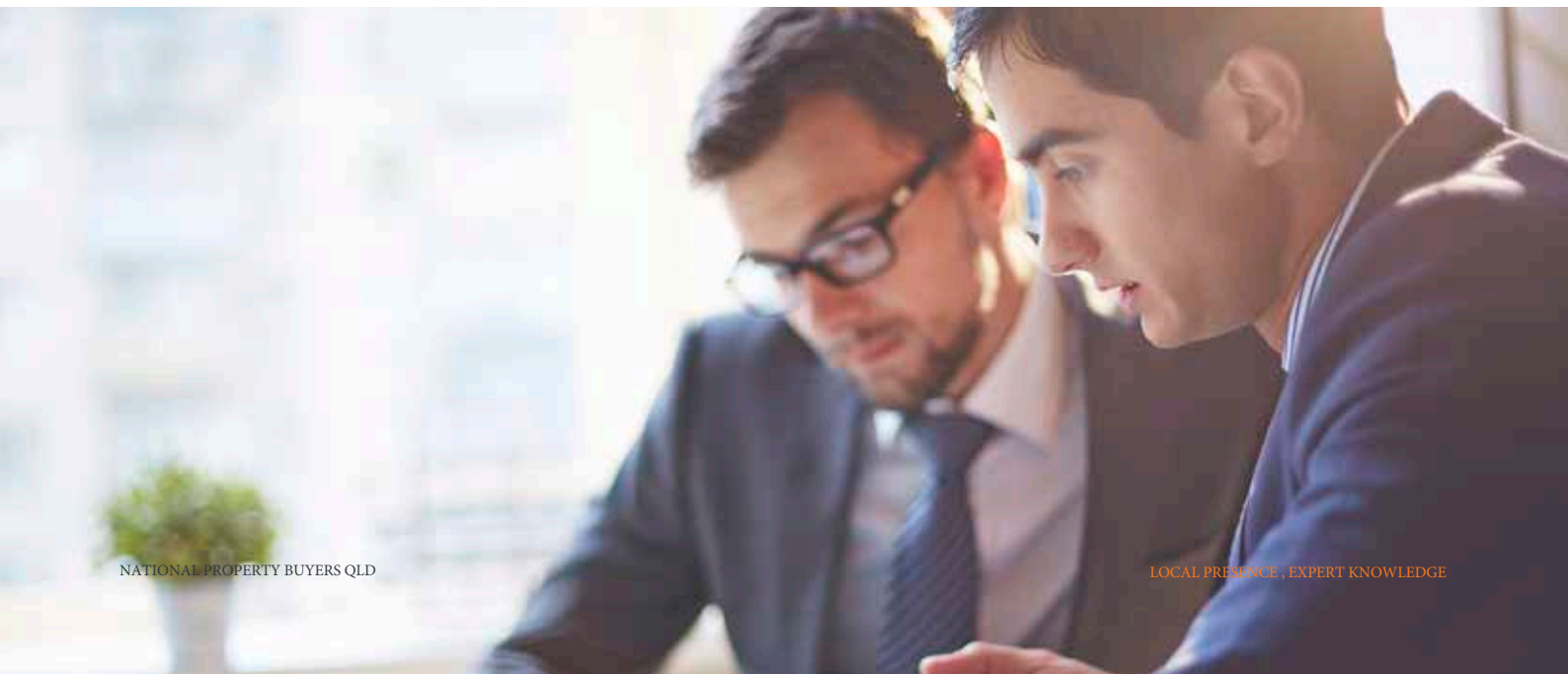
Comparison Chart

	Real Estate Agents	NPB Vendor Advocate
Available to meet at home	✓	✓
Independent advice on selling	?	✓
Inspect property and advise on presentation	✓	✓
Organise leading agents to inspect your property	N/A	✓
Compare campaign proposals from agents	N/A	✓
Provide recommendations on selling strategy	✓	✓
Independent advice on choice of method of sale	✗	✓
Negotiate with agent on behalf of seller	N/A	✓
Monitor campaign performance and keep selling agent on track	?	✓
Negotiate with buyers without conflict of interest	✓	✓
Support through to settlement	✓	✓
Introduce seller to network of independent referral partners	?	✓

TOP 5 TIPS

To help you on your journey here is our Top 5 tips for achieving the best possible results when selling your property.

- 1. Select the Best Local Agent** – Local knowledge counts for an enormous amount when selecting a real estate agent to sell your property. Find an agent who not only has a deep understanding of the local market, but also has a reputable profile and access to buyers in the area. Ask to see results
- 2. Get a Second and Third Opinion** – Be discerning as to who you select to sell your property. Don't commit to the first agent you speak to; canvas a number of agencies. Compare what they can offer in terms of their services, market reach, and market knowledge to find the best agent for your property.
- 3. Pay Peanuts –Get Monkeys** 'Getting what you pay for' is absolutely paramount when selecting a real estate agent. If an agent is charging significantly less than their competition, it may not mean they will be the best agent for your property. It may be worth paying a bit more to get an agent with access to a strong pool of qualified buyers. For example, establishing incentives for exceeding a target amount can be a good way to achieve the maximum sales result. Analyse all of the sales data from agents including days on market and % rate of discount.



TOP 5 TIPS

4. Presenting the Property-Ensure the property is presented in the best possible condition. This may include making some cosmetic updates like a fresh coat of paint, or larger renovations. Spending some money on getting the property prepared for sale will assist in getting the best result, but it is important to not over capitalize. Be careful not to spend too much that may not be recouped once the property is sold.

5. Advertise the Property – Competition is what sells your property for the highest possible price. And the best way to achieve competition for your property is to advertise it and actively promote it. Your buyer is out there searching on real estate websites, browsing local papers and real estate publications and attending advertised open houses. Off-market listings might sound appealing with less marketing costs and increased privacy but unlikely to be the best way to drive competition.



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WHAT'S NEXT

To find out how a NPB QLD Vendor Advocate can help you contact us for an obligation free chat.



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