

eview

REAL ESTATE PARTNERS

now you're at home.

BUYING & SELLING TIPS

by Eview Real Estate Partners

BUYING TIP How do I know if I'm paying too much?

Research recent sales in your preferred location by using one of the many web sites available, such as RP Data. Inspect every property in your preferred area so you get a feel for the price. Attend all auctions and open for inspections. Develop a relationship with your Eview Sales Agent who will be able to offer additional advice and also alert you to new listings before they reach the media.

The more "homework" you do prior to purchase, the better equipped you will be in making the right decision.

SELLING TIP When is the best time to sell my home?

Buyers for good quality property can be found all year round for all locations. The marketing of property today has become far more sophisticated than in the past and therefore the issue of timing is less critical. In all cases, supply and demand plays an important factor. Your competition are other like properties, potential buyers would compare yours too. In a strong market such as the one we are all experiencing currently, there is a critical shortage of quality properties, which has helped to increase the final sale price.

The first thing to do is get an updated market opinion of value by your local Eview agent. Your agent will supply you with the current most recent sales and properties on the market. Armed with this information will help answer your question of when to place your home "For Sale."

More Questions on Real Estate?

Go to our website www.eview.com.au for more handy tips, or email maria@eview.com.au.

eview.com.au

463 Nepean Hwy Frankston

Ph: 8781 3888



REAL ESTATE

matters



Frankston Real Estate – My View

Why should I buy in Frankston?

Is now a good time to sell?

Should I sell before I buy?

How's the Market?

Do these questions sound familiar? If so, read on and I will give you my opinion of Frankston and the real estate market.

My vision two years ago was for the Frankston real estate market boom off the charts as result of its location by the water, proximity to Melbourne city, Eastlink freeway reducing travel times considerably and the promise of many more infrastructure changes in the area. So much so I believed in this, I sold my family home and 2 investment properties in a bid to be able to afford to buy the MPRE Frankston franchise when the opportunity became available.

Basically I put everything on the line because I believe so much in the future potential growth of Frankston.

I am happy to say that what I predicted back then is now becoming a reality. Over the past three months we have sold over 150 homes and the prices we are achieving are staggering compared to what we were selling just 12 months ago.

There would be in some cases, 10 plus buyers for 1 property and these 150 sales, a massive 65% of these were sold with in the first week and in some cases 6 - 10 offers within 24 hours. As a result of such speedy sales, it has been said by opposition agents that we are selling homes too cheap. This is certainly not the case, in fact it is common knowledge amongst the valuation and buyer advocate community that MPRE HARCOURTS, on average, sell properties for a higher price than other agents.

The reason our firm is able to sell homes so quickly for a premium price is simply because we are dealing with nearly all the buyers in the market place. For example it would be extremely rare that a home in Frankston sells through another agent whereby one of our sales consultants is not servicing that buyer. With the rapidly changing market and the fact that we are currently experiencing a "sellers market", it is my strong belief that any homeowner selling their property in the Frankston area must take the property to public auction.

There are simply too many buyers out there wanting to purchase for the vendor not to consider the auction method, in fact we would be doing the vendor a disservice if we didn't auction their property.

The best advice I can give anyone who is considering selling at the moment in order to upgrade their home or location, is actually not to sell - rather keep their home, lease it and purchase another home if financially possible.

An investor cashing in and selling their investment property at this time should seriously weigh up what is to be gained by using the proceeds of the sale versus keeping the property and watching the property grow in capital a little longer. I believe that the capital gains we can all expect within the next 3 - 5 years will be phenomenal!

-Aaron Froling, MPRE - Harcourts



WE SPECIALISE IN TAKING THE PAIN AND WORRY OUT OF ARRANGING A LOAN

FINANCE FOR

- Housing
- Commercial
- Vehicle
- Many loans and lenders to choose from.

We are available 7 days a week and will visit you at home, work and even out of normal hours... call today for an obligation free discussion.

Simply call Phillip Elliott on **1300 720 775** or **0408 181 188**
Shop 1, 1085 Frankston Flinders Rd, Somerville



For all your property transfer services throughout Victoria including...

- Sales and Purchases
- Transfers of Ownership
- Professional Indemnity Insured
- Associate Members Australian Institute of Conveyancers (Victorian Division)
- Friendly, prompt and professional service

JEAN MORRISON · DONNA SMITH · SUSAN PRATT

Ph. 5976 2700 1,10 Blamey Place, Mornington

www.econvey.com.au

We are moving early September to 30/1140 Nepean Hwy Mornington