

Stewart

ESTATE AGENTS



How to Navigate a Hot Housing Market: For Sellers



It's a *great* time to be a seller . . . well, that is, until *you* have to go find a place, swap roles, and become the buyer too. It might feel like you just can't win, buyers are doing crazy things just to make sure they get the house they want, buying sight unseen, offering prices way over the asking price. But it *is* possible to survive this crazy market. We think so, how?

Here are some tips to keep your cool in this hot market

- Some buyers are offering to rent the home back to the owner to enable them to find somewhere to go.
- The rental market has cooled somewhat so finding a rental could be an option.
- Move in with family, for some of our sellers this has been an option, but it's not for everyone!
- Let us help you find a home for you off-market, with a long settlement so that all your ducks line up
- If you can buy before you sell is the most favourable way to go, however not everyone has that flexibility.
- There is always bridging finance, which use to be a scary word, but not in today's world with such low interest rates and dealing with the right broker.

At Stewart Estate Agents, we understand the challenges of wanting to sell and not being able to buy on the other side. We are here to help you look at ways to help you navigate your way through this unprecedented market

We would be delighted if you called us for a confidential chat.

Success to us is bringing smiles to buyers and sellers faces.



With over 160 buyers interested in the property this beautiful family were successful. Such a pleasure to help them buy their very first home.

We are urgently seeking homes to cater for huge buyer demand.

Auctions- Did you know?

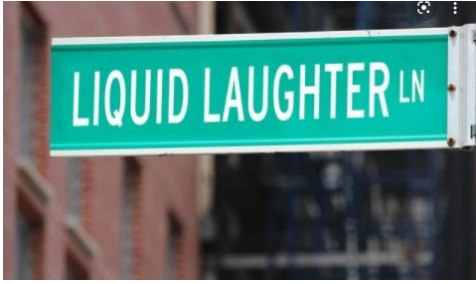
In Qld, unlike other states, it is illegal for real estate agents to give buyers a price guide on properties being sold by auction. The agent can be fined **\$74,439** if they are found to be doing so. Not being given a price guide is very frustrating for many buyers and can turn them off from attending the auction.

Building rapport with buyers, and following best practice is so important.

At Stewart Estate Agents our goal is to guide buyers through the auction process without breaking the rules and not upsetting any buyers along the way. The same goes for multiple offer situations when a property is marketed with a price. We make sure **every buyer** is given the opportunity to put their best foot forward and if they miss out on a property it's because someone was prepared to offer more not because the agent did not give them the opportunity to make their best offer.

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Would a wacky street name put you off buying a home at that address?

Some Gold Coast properties have lovely street names such as 1 Brilliant Lane, Coomera Waters. Others aren't so lucky; from Gross Rd in Norwell, McWang Rd, Pimpama, Bent St, Nerang, and Ragamuffin Drive, Coomera, to Friske Place in Palm Beach

On the other hand, some homes boast an address that seems worthy of a golden road, including Jewel Street, Currumbin, Fortune St in Coomera and Goldmine Rd, Ormeau.

However, a funny street name could mean more than being the butt of people's jokes, according to Real Estate Institute of Queensland Gold Coast zone chairman Andrew Henderson.

"Apparently, the name of your street can affect your property's value significantly," he said.

In 2020 a group of Geelong students, working with the Australian Bureau of Statistics, the University of Sydney, and a Melbourne real estate agent, released the results of study into street names and prices over a period of 47 years. The study found that property prices in streets with silly names were up to 20 per cent lower than homes in surrounding streets.

WHAT OUR CLIENT'S



Karen Stewart
0413 260 661

I was fortunate enough to meet Karen Stewart 6 years ago and was amazed with her passion and love for selling Real Estate. Karen has sold 2 properties for us since then. Her charisma and drive and her passion in achieving the best price possible is outstanding. Karen is an amazing negotiator, if you are thinking of selling, give her a call, you won't be disappointed.



Suzanne Clarkson
0407 732 766

Suzanne is a gem! The sale of this property was one of necessity as my mother entered aged care which was a minefield to navigate. Thankfully selling the house was the easiest part of the entire process, thanks to Suzanne. She is knowledgeable, empathetic, and understanding and settlement was seamless. She puts in the work and gets great results; we couldn't be happier. I highly recommend Suzanne, she's fantastic! She's 'one in a million'.



Martin Ingram
0417 275 527

Martin Ingram is a wonderful agent! We have been so impressed with his high level of genuine customer service from the very first phone call, something we hadn't received when dealing with other agents in the area. Being interstate purchasers, Martins thorough knowledge of the Gold Coast was invaluable to us Always professional, punctual and very prompt with his communication. I simple cannot fault his service. Thank you, Martin!