



Property Extra

Volume 6, Issue 3

STATISTICS

According to the Australian Bureau of Statistics the average house price for our 8 'capital' cities increased by 3.1% for the June quarter just passed. Sydney recorded a 4.1% increase, Melbourne 2%, Brisbane 2.1% and Perth a massive 11.9%.

Here in the hinterland, the demand for realistically priced property is running high with the band between \$220,000 & \$350,000 increasing in price & between \$350,000 & \$500,000 remaining firm.

MARKET COMMENT OPEN FOR INSPECTIONS

The mystery of why owners allow agents to open their homes to the public defies logic. If open homes sold houses, then owners probably wouldn't need agents. The real reason agents want open homes is because other owners sometimes come by so there is a chance that the agent may find other 'sellers'.

The down side to you as the owner of the house is that you may possibly be exposing your family to unnecessary risk as it is very difficult to screen 'potential' buyers, and you could be getting checked out for a potential home invasion next week or next month.

From a serious buyers point of view, it's not much fun either, because if there is a level of interest, how do you talk to an agent who has to pack up and go to the next 'open home'?

We at Keyline Realty avoid doing open homes because we know that there are better ways to handle buyers - like spending quality time with them and finding out what they really want, and taking them to a property they are likely to buy.

CAREER OPPORTUNITY

We need help. Our team needs an extra member. We've been completing a sale a day lately and need an extra hand to help new sellers who want us to find buyers for their properties.

If you are a 'people person' and feel that you are not achieving at the level of your potential and have the ability to run your own business *within* our business, you could be suitable.

Our remuneration structure is multi-tiered to accommodate personal development. We pay a salary commencing at \$30,000 per year. The next move is to \$36,000 per year plus bonuses then \$55,000 per year plus bonuses. Your expectations should be that you would generate an income between \$40,000 and \$50,000 in your first year and \$60,000 to \$100,000 in your second year. From then on you should be able to increase by 10% per year.

Visit our website:

www.keylinerealty.com and check out our careers information. If you feel that we could suit you, send us your resume either via email to; keylinerealty@keylinerealty.com or mail to PO Box 604, Nambour QLD 4560.

HOW TO NEGOTIATE

Great negotiators get better results! Our consultants are trained to "Walk in the shoes of both the Buyer and the Seller". That way we often get more than expected for our Sellers, and our Buyers get the home they really want.

A FREE NO OBLIGATION ASSESMENT!

New properties are urgently needed. Let us do a free risk assessment on the salability of your property you may be pleasantly surprised.

Call us now on 5441 2511, open 7 days a week.

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