

# Doin' it *Dave's* way!



**Have you noticed** the increasing number of flyers and requests from those of us in the property market asking for listings, referrals and your business? This is mainly because right now there are more people wanting to buy and not as many property owners wanting to sell. The sellers are 'waiting' for prices to return to normal.

My single question is "what is normal?" Markets are fluid, there are no guarantees, one day is finer than the next, it really is a case of semantics: If you want to sell in order to make a new dream happen, or want more or less space, then can I suggest something - Just do it (*not wanting to steal the words from a well known brand—but really!*)

Hey, before I forget, email me or call me and tell me what you think of my new look. As someone I respect, I'd value your opinion. Opinions matter, but action is where it counts so we are launching a new concept in Real Estate.... **Doin' it Dave's way!**

Now this isn't just a fancy phrase... more like a philosophy or a process that myself and those that work with me have to follow. It's quite tough! We call it our Rules of Engagement and I have set out Rule #1 here.

In future quarterly editions such as this, I'll present to you some of the reasons that we believe we do it a bit differently than others, along with current Hot properties and some practical information you can use for your own property transaction (*I mean if you are going to do it without the use of an agent, I'd prefer that you did it well*), watch out for that one.

So enjoy this short read and let's talk soon.

## **And finally, a classic tip for selling your property!**

### **Depersonalize**

Few things deter buyers more than a cluttered home. Taking yourself out of the picture makes it easier for buyers to imagine themselves, and their stuff, in your space. Hire space to store photos, memorabilia and the likes. This money can be considered money well spent, if it helps you sell your property faster.

**Contact Dave now :**

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## **Hot Property!**



**A tempting townhouse in Western Heights—\$349,000**

Further details and listings available on [www.homes4u2view.co.nz](http://www.homes4u2view.co.nz)

### **Rule #1—We work for you so you are the boss!**

Of course being a good boss means being open to listen to your employees ideas and advice. As experienced and professional real estate consultants, we are in the field all the time so have a good feel for what is happening.

### **Hot tip #1 for buying a property Engage the brain not the soul!**

You've seen a property which ticks all the boxes and your heart is thumping at the thought of owning it! It's exactly what you want -NOW STOP!

You need to remove the emotion from any property and consider only the facts.

To make this easier, I suggest writing down the pros and cons of the property. **And if that fails, call ME to chat about it.**

Ph: 07 839 5085 [www.homes4u2view.co.nz](http://www.homes4u2view.co.nz)