

01

# BLUE MOON SALES PRESENTATION





# WELCOME

To Blue Moon Property Sales



**OUR MISSION IS SIMPLE**

To go beyond great service...



# MARKET VALUE

# Getting the price right

## Corelogic Intelli-Valuation Report

Intelli Valuation Report (IVR) – Uses a statistical model that looks at property attributes, comparable property sales, and property area sales to estimate the property's value. The report also measures the certainty in the valuation amount.



Engage clients with customised reports

Be more efficient by automating processes

Visualise your market

Find new prospects

Become the local market expert with features



# Professional Photography

## MAKING THE BEST FIRST IMPRESSION

First impressions count with buyers. Most home hunters most research starts online, and your photographs need to be outstanding, so you capture their attention at first glance. They know how to make areas look brighter, bigger and more inviting. Professional photographers know what sizes will look best and what angles will best capture the most desirable attributes of your home.



Drone photography and floor plans are now an essential marketing tool to assist buyers in getting a sense of the location and the layout of the property.

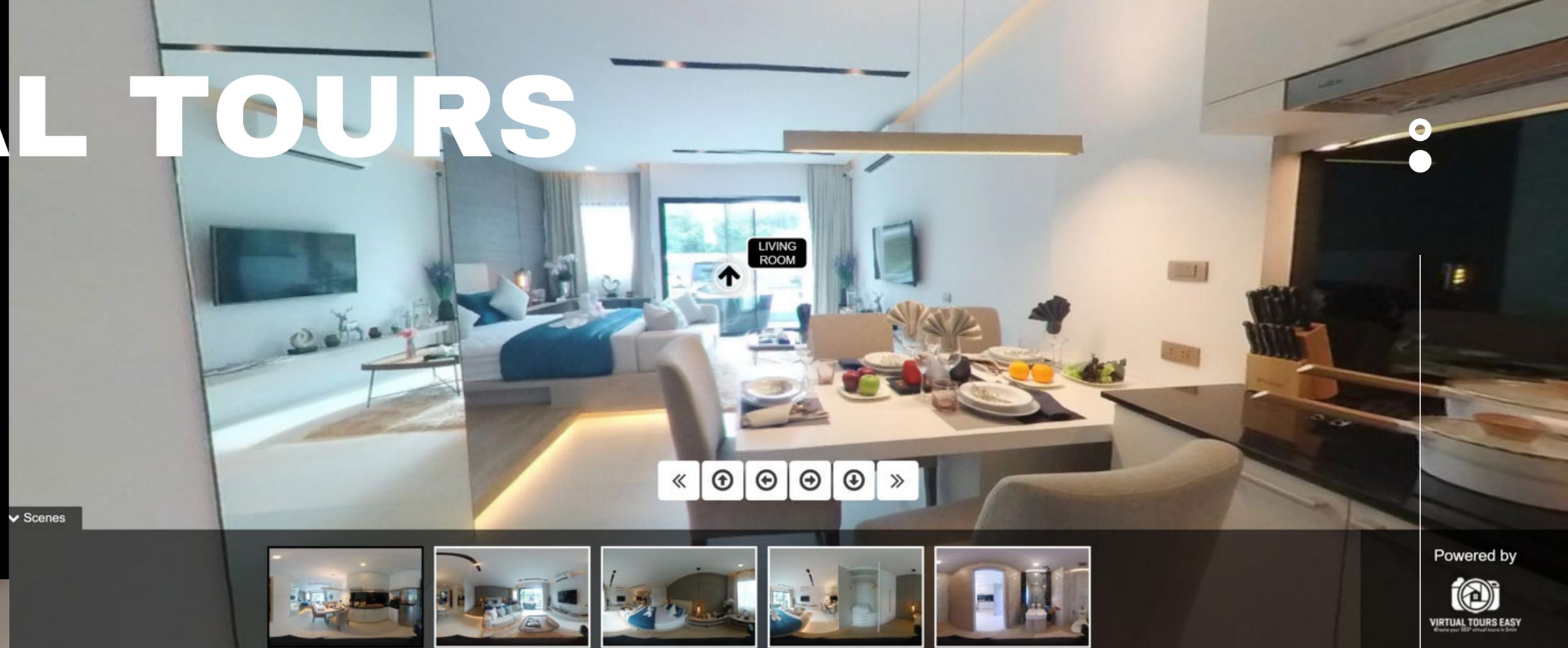


# FLOOR PLANS AND DRONE SHOTS



# VIRTUAL TOURS

Blue Moon Property | 2021



Powered by



Known your 360° virtual tours in 30 min

## THE WORLD HAS CHANGED, AND OUR INDUSTRY HAS MET THE CHALLENGE

We can use virtual tours to market properties more creatively. Virtual house tours allow potential buyers to check out every room and corner with a few mouse clicks. This technology offers a more accurate and immersive experience for potential buyers compared to photos and videos.



# FINDING BUYERS ONLINE

## AUSTRALIA'S TOP 3 PROPERTY WEBSITES



### STANDARD LISTING



#### GOOD EXPOSURE

The standard listing offers the basic placement with upgrade options for Featured and Highlight listing to reach a broader audience.

\$220 - The best value option to be property listed on Realestate.com.au

### FEATURED LISTING



#### GREAT EXPOSURE

How your property benefits from a Feature listing, your property and be seen higher up in the search results, above all Standard listings.

\$550 - 1.5 x Number of enquiries compared with a Standard listing.

### HIGHLIGHT LISTING



#### THE BEST EXPOSURE

The Highlight advertisement promotes your property with a more prominent listing and is seen towards the top of the search results, above all Feature listings.

\$1400 - 3.3 x Number of enquiries compared with a Standard listing.





# For Sale or Auction

## **AUCTION TERMS OF SALE**

- 1) Auctions generate urgency amongst buyers.
- 2) Competition Amongst Buyers drives the price up.
- 3) Reserve Price; property will not sell unless the reserve is hit.
- 4) No ceiling price, the opportunity to push the price higher.
- 5) Seller Sets Terms; No 5 Day cooling off, No finance, No inspections
- 6) Cash contract with 30-day settlement

## **FOR SALE TERMS**

- 1) Less intimidating for buyers, more time to consider offers made.
- 2) Fixed listed price, traditional negotiations to raise the buyers offer.
- 3) Buyer set their conditions, finance, B&P inspections, subject to sale.
- 4) Private sales are best suited to sellers without a fixed time frame to sell and are open to accepting different sale terms, such as an extended settlement period, sale subject to finance or subject to the sale of the buyer's home.

## **CHOOSING THE BEST METHOD OF SALE FOR YOU**





# BOOK YOUR APPRAISAL

Good local people, great local agents.

**BLUE**

Expect the Unexpected



**MOON**

property

**OFFICE PHONE**

(07) 5309 6437

**EMAIL ADDRESS**

[info@realestatesunshinecoast.net](mailto:info@realestatesunshinecoast.net)

