

The Light in the Tunnel

We talk a lot about the *here and now*, but the one thing we know in Real Estate is that you have to think ahead!

Being a bit dismissive of all the **'Doom & Gloom'** in the daily media from all the media nay sayers property guru's in the current market, we're looking for the **'Light in the Tunnel'**.

Paula and I believe that as Sellers you don't have to wait for the market to show signs of correcting in the 3rd quarter of 2025 as signs of the proverbial **'Light at the End of the Tunnel'** to make your move in the current Market.

Evidence of this Belief that there is currently **'Light in the Tunnel'** is born out of our recent sale at 15 Elizabethan Gardens, St Heliers Bay, where the vendor, having completed an exceptional make-over of her property, produced a home that captivated the market to such an extent that it received Multiple Offers within the first week of marketing, and sold for \$325,000 over its current CV. *(see this sale & March Area Sales listed below)*

These 'Good News' outcomes in a fairly slow market are happening daily, and are highly achievable if your preferred agent has a strong database and experience in dealing in an ever-changing market.

Paula and I possess both these attributes, and suggest that if you're considering putting your home up for sale, you consider our attributes, being, that we have

1. A well-established Database of over 3,500 solid contacts,
2. Vast experience in appraising and evaluating the potential of your home in the current market,
3. Knowledge to advise on any improvements that may be required to meet the current market expectations/demand, and
4. Strong interpersonal skills when dealing with both buyers and sellers.

Remember, with over 25 years of experience in both active and poor performing markets, we know how to adapt to the conditions, and produce the best sale of your Valuable Property!

Please let Paula or Keith know if you'd like to find out how your lovely home would measure up in this sales environment?