

# RealEstateNews

INFORMATION TO HELP YOU WHEN BUYING OR SELLING

Issue 20

## Believe Me When I Say...

BY PETER O'MALLEY - *Author of Real Estate Uncovered*

**When you are interviewing agents to sell your home, many will make appealing claims and promises. It may be the promise of a high price or the claim of superior customer service.**

*'If you run the right advertising campaign we could get...'*

*'We could sell this in two weeks!'*

*'There will be no problems selling this one!'*

Consumers often experience a large gap between the promises made by sales people and the actual service provided. If you sign with an agent on the basis of certain claims they make, it's only fair that you can hold that agent to account in the event they fail to deliver.

To ensure that you don't fall victim to an over promising sales person, get all verbal promises in writing, before Signing an agency agreement. If the

agent's price quote seems high, simply say to the agent, 'that sounds good, can you

guarantee it in writing?'

This is not to be confused with you as the home owner asking the agents to guarantee an extreme request, such as a sale 30% above market price. No agent can be expected to guarantee a fortunate outcome, whether it's a sale at above market price or a sale in under two weeks.

You are simply asking the agent to guarantee their promises in writing; the unsolicited promises the agent made to you. Most people would agree that this is fair.

The best agents are more than happy to back up their verbal promises in writing. If an agent won't guarantee the price they quote you, you need to ask 'why not?' before signing.

**The best agents are more than happy to back up their verbal promises in writing.**



To verbally promise a service or result and then back away when asked to commit in writing fails the fair dinkum test.

It is very difficult to hold someone to account on a verbal promise, yet easy to do when everything is in writing. When employing an agent to sell your home, you have the most power and control before you sign an agency agreement. Use it wisely.



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# Recently SOLD by Walter & Irvine



**SOLD**

36 Forest Avenue,  
Black Forest



**SOLD**

Lot 80 Austin Street,  
Clapham



**SOLD**

1/25 Angus Avenue,  
Edwardstown



**SOLD**

9 Lockhart Terrace,  
Edwardstown



**SOLD**

66 Victoria Street,  
Forestville



**SOLD**

5/505 Portrush Road,  
Glenunga



**SOLD**

8 Balham Avenue,  
Kingswood



**SOLD**

73 Wattlebury Road,  
Lower Mitcham



**SOLD**

26 Barr Smith Avenue,  
Myrtle Bank



**SOLD**

3/2 Davey Street,  
Parkside



**SOLD**

25 Wheaton Street,  
South Plympton

These homes sold  
for some great  
prices without  
Vendor Paid  
Advertising and  
Open Inspections!

Call for sold prices  
and what your  
home could sell for.

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# Is your dream home For Sale here?



## Adelaide

Exciting opportunity for this property. Comprising some 18 main rooms many with ensuites. Suit student accommodation, Backpackers or Boutique hotel.



## Burnside

High quality executive mansion built in 2014, 11 main rooms, 4 bathrooms. Beautiful home comprising of 450sq.m living space.



## Clapham

Solid brick, 4 bedrooms, main with walk-in robe and ensuite, 3 living areas to accommodate large family.



## Colonel Light Gardens

Fabulous 5 bedroom home with style comfort built in 2004. Boasting an extensive open plan family, dining and kitchen area this home is suited to large family.



## Edwardstown

Immaculate modern home set on 500m2 approx ready to move in. 4 bedrooms each with built-in robes, master with WIR and ensuite. Double garage, well maintained garden.



## Evandale

Quaint Stone fronted maisonette. 2 bedroom, polished floorboards, extended kitchen/dining with cute cottage gardens.



## Hawthorn

Well presented 2 bedroom unit. Spacious open plan living/meals area, new carpets and floating floors, off street parking for 1. Suited to first home owner or astute investor.



## Hyde Park

Stunning Bluestone Cottage. 4 bedrooms, main with walk-in robe and gorgeous ensuite. Large north facing extension capturing natural light into a Jag kitchen and European appliances.



## Malvern

Solid single storey 2 bedroom Colonial unit with lock up garage. Upgrade kitchen, full bathroom, separate laundry and wc, polished floor boards.



## Malvern

Charming Bungalow of 7 main rooms, 2 bathrooms, inground-pool, quiet location.



## Parkside

Neat and cosy 1 bedroom ground level unit. Close to transport, great starter or investment



## Parkside

Single fronted cottage a stone's throw from Parklands. 2 bedroom, separate formal lounge/dining, updated kitchen overlooking open plan living and outdoor area. Rare rear lane access to double carport.



## Pasadena

Solid brick 4 bedroom home featuring multiple living areas. Corner block 800m2 approx.



## Unley

Perfectly positioned Villa of 6 main rooms in the heart of Unley. Corner block 451m2 approx.



## Unley

Ground floor 2 bedroom unit, open plan living area with floating floors, generous sized bedrooms, functional bathroom and laundry. Ideally suite first home owner or investor.



## Wayville

Classic 1940's Art Deco home with 3 bedrooms set on 421m2 approx. Great parklands fringe suburb.

To view more homes for sale visit our website [www.walterirvine.com.au](http://www.walterirvine.com.au) or call us on (08) 8272 9277 if you would like us to help you find your dream home.

Disclaimer: At time of print information, listing status and price was true and correct.



# Trust In Walter & Irvine



## WHAT OUR CLIENTS HAVE TO SAY

We are very pleased with Lidija's professional touch and we are very happy with the way she represented us.

**Mr Tonin**

**Seller- 66 Victoria Street, Forestville**

We appreciate the friendliness and professionalism of Lidija Kies. There was excellent communication.

She provided accurate information and allowed us to do necessary investigations prior to the purchase.

Overall the buying process was stress free and very satisfactory.

**Purchaser- Balham Ave, Kingswood**

Thank you Lidija for respecting our privacy and completing the sale with professionalism and minimal disruption to our lives. Thanks again.

**Seller- Balham Ave, Kingswood**

Kevin demonstrated a high degree of professionalism and prompt communication throughout the sale process. His knowledge and experience in the area was excellent and we recommend his services.

**Mr & Mrs Hill**

**Seller- Lot 80, Austin Street, Clapham**

Previously we had our house on the market with another agency and we had to pay all these marketing and other hidden costs even though the property wasn't sold. Walter & Irvine's method of risk free selling meant they handled all the marketing costs, not us and they SOLD the property. Thank you James, we wish you great success in the future.

**Mr Syarief**

**Seller- 36 Forest Ave, Black Forest**



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Registered Agent - RLA 64385