



YOUR LOCAL REAL ESTATE GUIDE

There are agents, and there are agents... continued

By Stockdale and Leggo principal PETER SHEW

IN today's market, I personally think the hardest part about selling a property is the correct pricing.

Getting the price right is what a good agent will do for you.

But a good agent will explain how they derived that figure, and believe me it's a lot of work to get it right.

A good agent will first start with a

CMA or comparative market analysis.

What this means is a good agent will know the market, and more importantly know your area, and be able to explain what is happening in your area.

The biggest fault is over pricing a property. This can cause all sorts of headaches, and most likely will result in your property losing money on the deal, because you will have to reduce the price to probably less than the correct

price that you should have started with.

The reason is simple - overpriced won't sell. So it sits, and then goes stale, and people think there is something wrong with that property.

Eventually you have to reduce the price dramatically to finally find a buyer.

One of the most asked questions in real estate is "How long has it been on the market"?

If it's been sitting around for too long,

buyers won't be interested unless it's at a bargain price.

Rule one is, overpriced properties will cost you in the long run.

So, don't be fooled by agents trying to buy your listing.

They may just end up costing you a lot of your hard earned money, money that is better in your pocket.



Stockdale & Leggo real estate

PROPERTIES FOR SALE - DARWIN

Tropical living on the foreshore

YOU can take full advantage of the Top End's great tropical lifestyle with this sunny and spacious two-bedroom apartment.

Situated in a prime location along the Nightcliff foreshore and just minutes from schools, public transport and shops, this property is not only a great place to live, but would make an excellent investment as well.

The apartment boasts open-plan living, a roomy balcony with panoramic ocean views, undercover parking and a pool in the complex to cool off in those steamy wet season months.

To view this fantastic property, please call Tod Peterson of Lin Andrews Real Estate on 0407 636 034.



Panoramic ocean views over Nightcliff foreshore

NIGHTCLIFF
11/262 Casuarina Drive



\$470,000

Lin Andrews Real Estate

Tod Peterson
0407 636 034

BY APPOINTMENT



DARWIN 22 Harry Chan Ave
\$\$\$ FASTRAK \$\$\$
A BUSINESS VENTURE OPPORTUNITY
• Very modern and appealing
• Located in a prime position
• Comes fully equipped
BY APPOINTMENT
DEREK HART & ALEXANDRA MAGRIPLIS
0409 702 631 & 0417 814 302



LARRAKEYAH 5/186 Smith St
2 1 1 \$435,000
CBD INVESTMENT
• Central to everything
• Stunning park views
• Perfectly maintained
SUNDAY 12.00 - 12.30pm
ADRIENNE O'SHEA
0424 155 669



N/CLIFF 11/262 Casuarina Drv **3 1 1 4 \$459,000**
A ROOMY BALCONY WITH PANORAMIC OCEAN VIEWS
• Take full advantage of the tropical lifestyle
• Sunny and spacious two bedroom apartment
• Situated in a prime location along the Nightcliff foreshore
• Just minutes from schools, public transport and shops
• Would make an excellent investment as well as a great place to live
• Undercover parking and a pool in the complex to cool off
SATURDAY 1pm - 1.30pm



TOD PETERSON
0407 636 034



THE NARROWS 1/1 Tsolos Place
2 1 1 2 \$439,000
NEAT & COMPLETE
• Spacious kitchen
• Neat and tidy complex
• Large bedrooms
SUNDAY 1.00pm - 1.30pm
ADRIENNE O'SHEA
0424 155 669



WOOLNER 18/12 Brewery Pl
3 2 2 \$698,000
AWARD WINNING APARTMENT
• Current yield \$78,000 pa
• Large balcony
• Spacious living area
SAT 2.30pm - 3.00pm
TOD PETERSON
0407 636 034



PROPERTIES FOR SALE - PALMERSTON

A solid starter

THIS suburban special is a lovely three-bedroom, one-bathroom, well-presented home in a great suburb.

It is situated close to all the amenities and the new Rosebery school is just a stones throw away.

The kitchen is a well-sized and well-appointed delight, with open-plan living through to the lounge and dining area.

The undercover carpark means dry access in the wet season and the large back yard, provides all

the room needed to kick the footy or put in a pool.

Either way you look at it, this well-presented home is a great option for the discerning first home buyer or the investor alike.

This property, at 13 Aunger Crescent, Bakewell, is priced at \$459,000.

It will be open for inspection on Saturday and Sunday from 1pm to 1.45pm.

For more details, contact Todd Trainer from Raine and Horne on 0409 532 489.



A great option for the discerning first home buyer or the investor alike

BAKEWELL
13 Aunger Crescent



\$459,000

Raine and Horne

Todd Trainer
0409 532 489

Sat & Sun 1pm - 1.45pm



BAKEWELL 13 Aunger Cre
3 1 1 \$459,000
SOLID STARTER
• Three bedroom block home
• A large rear yard
• Solid ground-level home
SAT & SUN 1pm - 1.45pm
TODD TRAINER
0409 532 489



GUNN 12 Rose St
3 2 2 \$519,000
OWNERS MOVING ON
• Good-sized bedrooms
• Open-plan living
• In-ground pool
SUNDAY 2.00pm - 2.30pm
ADRIENNE O'SHEA
0424 155 669



ROSEBERY 2/8 Loy Place
3 3 3 2 \$460,000
TOWNHOUSE MAGIC
• 3 bdrm, 3 bthrm townhouse
• Fabulous private courtyard w/lawn
• Balconies to all bedrooms
CALL TO VIEW
TRISH McCLELLAND
0418 612 640



ATTENTION!!
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PROPERTY IN
THIS SPACE
JUST \$49/week!
CALL Aaron Leach
0411 526 507



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"YOUR HOME"

Please call me on 0418 895244 or Business hours on 89 460537 Email: christine.habel@elders.com.au

