

Total Talk

Autumn | MARCH 2023



They say "Time passes quickly when you're having fun..." and, to be honest, since I joined Total Realty last May, time has certainly passed quickly.

And I've really enjoyed my time getting to know and work with the wonderful team here. It's also been refreshing to learn what Total Realty actually does differently to other agencies. And that piece of learning I'm happy to share with you now.

Nothing. That's right, nothing. Total Realty actually does nothing different to your traditional high street real estate agency. If we were different, it's because Total Realty don't have franchise fee's, we don't have big flash offices nor do we reward our top performers at lavish events throughout the year. Of course we could but, if we did, we'd need to pass on those costs to our clients. In fact, our licensees subscribe to our philosophy of offering them the chance to pay a fair fee where they can still expect nothing less than full service from an experienced licensee. And that's where I come in; to ensure that Total Realty continues to hire knowledgeable and experienced licensees who will deliver an exceptional level service for a fee that everyone can feel is a fair fee for everyone.



Dave Price
General Manager

SELLING A HOUSE IN AUTUMN HAS SEVERAL ADVANTAGES, making it an excellent time to consider putting your property on the market.

With clear skies and mild temperatures, the autumn season helps reduce the stress commonly associated with house-hunting and makes the process more enjoyable for both seller and buyer. Not too hot, not too cold, even moving day is likely to be easier and more enjoyable for everyone.

Autumn is also considered a good time to sell because many families and first-home buyers are looking to be settled into their new home before winter, which can drive up demand for properties. Additionally, there are often fewer competing listings, meaning your home is more likely to receive the attention of buyers. This increased demand can result in a higher price for your home and a quicker sale. Then there is the charm of autumn. Personally, it's my favourite season – the changing leaves, the crisp mornings and the crunch under your feet all come to mind. There is a serenity and beauty to autumn, making homes and gardens all the more appealing. Buyers can easily envisage a cosy night in when you display your home well in autumn.

March, April and May are considered strong months for house sales. The settled weather, the increased demand, less competition, and the charm of the season all help to increase the chances of a successful sale and achieve a good return on your investment.

If you're thinking of selling, please do call us at Total Realty for a no-obligation chat. We have a great team of friendly people who will ensure they leave no stone unturned in delivering a great result for you at a very appealing commission rate. Best of all, at Total Realty, we pride ourselves on being 'hassle-free' and 'no pressure'. Something our sellers frequently comment on and appreciate. We look forward to helping you in whichever way we can.



Recent sales across the South Island

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just makes **total** sense

TO RENOVATE OR NOT TO RENOVATE - that is the question.

Our GM Dave Price seeks to answer this often asked question.

Whether to renovate your property or put it on the market 'as is' is probably one of the hardest decisions a homeowner will make.

Both have their pros and cons, so it's just common sense to do your homework before making a decision. To get the ball rolling, ask yourself what are you trying to achieve as the end result? Are you renovating to sell in the hope of achieving a higher price? Is the renovation for personal reasons, such as needing a larger home for your family? Are you in a position (financially and emotionally) to go through the process of renovation?

Then it's time to get your calculator out and work out the cost of your renovations by getting several quotes from reputable tradespeople, builders or architects to ensure you're not going to blow your budget or overcapitalise and end up with more debt than your property is worth. Knowledge is power, so it's wise to know as much as you can about your local area, too. Total Realty has an experienced and knowledgeable team of salespeople who can help here so that you can make an informed decision and make the right choice for the investment in your home.

If you are considering renovating...

There's no doubt renovating can be a very rewarding experience, especially if you're planning to stay in your home to enjoy the finished product; whether it's a new kitchen, a new bathroom or even the addition of a new room or pool. Regardless, you should consider what value any improvement to your property will add to your home in the long term. A good question to ask yourself is whether the property will remain in line with the current market and demographics of the area or will a major renovation price you out. Again, one of our team will be able to help here.

There are also degrees of renovation, from a fresh coat of paint and a tidy up to a full-blown knock-down of walls and/or the addition of a second storey. Again, consider your end goal to determine what level of renovation you'll undertake. Can you live there while the work is being undertaken? Or will you need to live elsewhere until the work is finished? Remember also that you may require council approval if your work is of a significant scope so always check first with them to find out what you need to do before you get started. Failing to do this now could be costly and cause you problems when you do decide to move.

Or considering the selling option

Even seasoned renovators will tell you it's a big commitment, so you should ask yourself if it's a process that will suit your lifestyle, personality and time (or willingness) to supervise the work in progress. Depending on your circumstances, sometimes it is better to look for another suitable property to purchase in the area. You might find your dream home and not have to go through the renovation at all.

If you do decide to sell, or think it's worth investigating, the first step is to get an appraisal done. It's a simple process, and we can help of course, where a member of the team will take a good look over your property and then come back to you with an estimation of what they think your property is worth on the current market. Remember that knowledge is power so take a drive around your area and see what is what before making any hasty decisions.

Other factors to consider

The age of your property is also worth considering in the renovate versus sell decision. As properties age, they can require more drastic intervention to bring them up to date, which can mean a bigger and more costly renovation. If you're unsure, seek the advice of a local builder who can check the foundations and structural integrity of the building as a starting point.

The size of the land is also a factor to consider, along with current market conditions. Speaking to friends who have renovated in the area is also helpful in order to get a more personal insight on the ins and outs of the process. Ask them whether they felt the process was worthwhile, from both a lifestyle and financial perspective.

Whichever way you go, just be sure to do your due diligence and you'll be well equipped with the knowledge you need to make an informed decision.

Our team is always on hand to discuss such matters but, if you have a preferred agent elsewhere, do use them as they will be worth their weight in gold as they share their insights about the local market. I'm always happy to field queries so, if you feel so inclined, feel free to contact me anytime.

✓ Locally owned and operated	✓ The lowest advertised commission rate	★★★★★ Google Reviews 4.9 out of 5.0	✓ Impressive Results	✓ An "easy, stress-free experience"
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Looking to sell?



Dave Price, AREINZ
General Manager
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Our mission

The highest level of service at a fairer price, everytime - no exceptions!

With no franchise fees and other unnecessary expenses we've eliminated the costs that do not contribute towards selling your home, passing on the savings directly to you, our clients. But more importantly, our highly trained and experienced team work hard to get you the best price for your property. As a company we consistently sell more homes per annum than any other real estate branch and Trademe performance indicators show that we consistently outperform the market in number of days to sell and number of views per property. This past year alone we have saved our clients \$11 million in commission.

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