

Total Talk

Spring | SEPTEMBER 2023



Dispelling the myths about our 1.5% fee!

We are often challenged as to how we can deliver a real estate agency service for a fee significantly less than most of our competitors. Often we encounter myths that circulate such as, "Total Realty agents earn less" or "Total Realty needs a quick sale!" or even, "Total Realty doesn't have a large buyer network like us!"

Contrary to most other real estate companies, at Total Realty, the fee we publish is the fee you pay with no compromise of service; end of story.

We are not a franchise. We don't require big flash offices with big leases and outgoings serviced. We don't have expensive monthly, quarterly and annual award ceremonies. We do not need to hold lavish business owner conventions or annual conferences or have a reward system that sends agents on expensive overseas trips. Our model is a simple one - developed with our client in mind where all the savings derived from removing these unnecessary costs can be passed straight to you.

At Total Realty, we have the same online visibility of any brand as we market our listings on all of the same websites. Before the age of the internet agents relied on their buyer network to showcase properties. Times have changed and now buyers can see all properties marketed online without having to visit a real estate office or be driven around by an agent. This creates a lot more efficiency and convenience for buyers. Importantly, it also opens up the entire buyer pool to everyone, as soon as your property hits the market.

Our team are selected individually by qualities such as being comfortable putting their clients first. Incidentally, our agents still earn on average, a rewarding 6 - figure income in the process. We are proud of the fact we have no franchise fees, desk fees, conference fees, marketing fees or split commission fees imposed upon our agents. Our model is clean and simple, and best of all the savings go straight to our clients. Which is why the majority of our business is repeat and referral business.

We love helping people and would appreciate the opportunity to be of assistance to you, whenever you're ready.



Rachael Cone
Business Owner

Statistics

FROM THE STREET

Median Sale Prices

August 2023 vs August 2022



NELSON +0.7%
\$685,000



BLenheim -9.2%
\$610,000



KAIKOURA -1.8%
\$612,000



CHRISTCHURCH +0.8%
\$655,000



RANGIORA -7.1%
\$715,000



DUNEDIN -7.5%
\$555,000



INVERCARGILL +2.0%
\$449,000

NATIONAL AVERAGE
-4.1% \$767,000



Recent sales across the South Island

Total Realty Ltd. MREINZ. Licensed Real Estate Agent REAA 2008

0800 663 737 | www.totalrealty.co.nz

 **total realty**
just makes **total** sense

CALL US FOR YOUR SPRING APPRAISAL TODAY | CANTERBURY



Alison Pettet

027 294 5390



Hazel Wilson

021 378 789



Ray Beattie

027 437 3932



Di Clement

027 4314 614



Nigel Maisey

027 438 8444



Mary-Ann Windle

027 444 0174



Karla Hubac

021 131 8146



Dianne Dando

027 437 0571



Tony Whalley

027 448 2625



Sherini Cassidy

027 228 9694



Paul Trainor

022 070 0759



Julz Evans

027 393 6472



Leah Scott

027 429 5126



Sasha Wang

021 027 18581



Megan Doyle

021 150 9357



Anita Middleton

022 151 2671



Ian Middleton

022 121 1925



Nicole Whalley

022 345 2368

NORTH CANTERBURY



Karen Johansson

027 574 6047



Greg Hyam

027 573 5888



Russell Hume

021 347 823



Tony Gordon

021 217 7224



Shanah McLeod

027 294 2425



Wendy Burgess

027 434 6889



Alison McCallum

022 061 0023



Trish Harrison

021 0244 3828

NELSON



Phil Cooper

021 227 5940



Liz Cooper

027 227 5940



Hazel Youngman

027 375 8255



Tracey Petersen

027 220 5990



Trev Petersen

027 590 8616



Mark Ford

021 262 3943



Dean Smith

027 544 4456

INVERCARGILL



Randa Nicol

021 179 7786

RECRUITING NOW! - DUNEDIN & INVERCARGILL

Commission SAVINGS

House Sale Price	Other Companies 3.95%	SAVE	Total Realty 1.5%
\$400,000	\$18,803	\$11,270	\$7,533
\$500,000	\$21,103	\$11,845	\$9,258
\$600,000	\$23,403	\$12,420	\$10,983
\$700,000	\$25,703	\$12,995	\$12,708
\$800,000	\$28,003	\$13,570	\$14,433
\$900,000	\$30,303	\$14,145	\$16,158
\$1,000,000	\$32,603	\$14,720	\$17,883
\$1,200,000	\$37,203	\$15,870	\$21,333
\$1,400,000	\$41,803	\$17,020	\$24,783
\$1,600,000	\$46,403	\$18,170	\$28,233
\$1,800,000	\$51,003	\$19,320	\$31,683
\$2,000,000	\$55,603	\$20,470	\$35,133