

**T&H** TERRY RYAN &  
HEATHER WHYTE  
REAL ESTATE

 **Lugtons**

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ENTHUSIASTIC | MOTIVATED | DYNAMIC | COMMUNICATORS

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Terry Ryan and Heather Whyte Real Estate are a dynamic sales team that are enthusiastic and motivated, working for you to get the best price through exceptional negotiation skills.

We offer a professional, yet personalised service to you throughout the whole sales process, as well as our expertise and local market knowledge.

We're supported by the Lugton's brand - established in 1955 - a company that has a successful track record to adapt and succeed in all market conditions.

We are always available to you.



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## Meet the team

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Kirn Parmar Terry Ryan Heather Whyte Blake Agnew Brooklyn Hayde

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ALWAYS THE BEST RESULT FOR YOU | [www.terryryan.co.nz](http://www.terryryan.co.nz)

## What you can expect from us

- Experts from entry level to \$1-million plus
- Locate and assist buyers
- Access to all company listings
- Working collaboratively as a team to provide the best possible service
- Extensive buyer's database
- Your one-point personalised contact
- Support and open communication throughout the whole sales process
- Full colour professional marketing brochures
- Social media budget to promote your property on a multi-level platform
- Specialised postcards delivered to your area promoting your property
- Professional photography, 2D and 3D Floor Plan
- Post settlement follow-up
- Personalised marketing strategies tailored to your property
- A motivated team who will work with you to maximise the value of your home

To assist your sales process to be hassle free, we have strong alliances with all professional services including:  
MORTGAGE BROKERS | PROPERTY VALUERS | SOLICITORS | BUILDERS | BUILDING INSPECTORS  
SURVEYORS | FREE CONSULTATION WITH SPECIALISED HOME STAGING COMPANY

RELAX AND  
PUT OUR  
EXPERT  
TEAM TO  
WORK  
FOR YOU

## What our clients say about us...

### HONEST

Heather is an amazing and honest real estate agent who understands clients needs very well. Heather works really hard and she goes above and beyond when dealing with her clients. She is ethical and has a very positive attitude. Heather sold my house in no time. She helped me every step of the way and I didn't have to worry about anything. I would definitely recommend Heather to anyone buying or selling.

**Dilani**

### DELIVERED AS PROMISED

Terry was able to back up his recommendations and deliver as promised.

**Keith Wilson**

### SERVICE, SERVICE, SERVICE

It was obvious to us why our agents are successful - service, service, service and at all times keeping us informed. Nothing was too much trouble.

**Rob and Dianne McLachlan**

### COMMITTED

It was wonderful to work with Heather, we sold our house fast in a down market. Heather is amazing - hardworking, committed, responsive and most importantly she can understand both buyers and vendors' prospective. We were so pleased with the result and will definitely recommend Heather.

**Lucy Zhang**

### UP-FRONT

Terry and his team were honest, up-front, helpful and most of all easy to work with. Nothing was a problem and as an independent Mum I felt safe and respected. Thanks. **Heather Lowen**

### GOING THE EXTRA MILE

I'd like to thank you very much for going the extra mile for me during the sale of my house. It was very stressful in the beginning, mum unable to live alone anymore and me trying to get everything I could done before heading to Australia with mum in tow. That being a mission in itself. I wasn't able to be in NZ and I am so grateful for your constant communication and updates. It is a changing marketplace, you did an amazing job selling the house. You found the perfect buyer for the house. Such a nice man. Many thanks for everything Heather. I would highly recommend you to anyone buying or selling. Again thank you. **Michelle Grant**

### ABOVE & BEYOND

I felt Terry went above and beyond the call of duty to ensure the purchase of my property. If I decide to move in the future I would definitely contact Terry. Thanks for everything. **Sian Stevenson**



# Choose your method of sale

THERE ARE SEVERAL METHODS OF BUYING AND SELLING PROPERTY IN NEW ZEALAND.

IT IS IMPORTANT THAT YOU UNDERSTAND THE PARTICULAR PROCESS FOR THE PROPERTY YOU ARE BUYING OR SELLING.

PRACTICES ALSO VARY BETWEEN AGENCIES SO MAKE SURE YOU CONFIRM DETAILS BEFORE SIGNING ANYTHING.

## LISTED PRICE

This method is effective in a quiet market. This is decided by the seller in discussion with the agent, taking into account the seller's views and the agent's appraisal of the property's value. The seller will also agree with the agent on a marketing plan for the property.

## BY NEGOTIATION

This method is used to test the market to determine the current market value for the seller's property. Prospective buyers make offers based on their perception of the market value of the property and the seller will negotiate with them on price, through the agent.

## AUCTION

An extensive marketing campaign to ensure we get the best possible price for you. A popular way to sell your property as you eliminate the risk of underselling your home. Auction sales and purchases are unconditional and once the bid is accepted and the auctioneer's hammer has fallen the sale will be unconditional and must go ahead.

## DEADLINE SALE

Buying or selling by deadline sale is when prospective buyers prepare and submit written offers for a property to the agent for the seller's consideration by a set date. Unlike the auction process, offers through a deadline sale can have conditions attached. All offers are presented. There is no reserve price, however you may offer a guideline on price.

## PRIVATE SALE

You undertake selling the property yourself. No commission is payable, however the downside is you could be underselling your property by not reaching all potential buyers.

# Why we're right for you



Skilled marketers and negotiators working for you to ensure your home gets the exposure it deserves



We pride ourselves on getting the best result for you the vendor



With so much successful experience, we understand what buyers are looking for and use this knowledge to market and sell your home



**YOU NEVER GET A SECOND CHANCE TO MAKE A GREAT FIRST IMPRESSION.**



# So it's time to sell

PREPARING YOUR HOME FOR SALE CAN BE HARD WORK AND WITH SO MUCH TO DO, OFTEN THINGS GET MISSED WHICH BUYERS MAY NOTICE ON VIEWING THE HOME.

The way in which a home is presented can and often does affect a buyers opinion and this could very well determine the speed and the price in which you sell your home.

## THE SCENT OF SUCCESS

FRESH FLOWERS FOR OPEN HOMES MAKE A STATEMENT

A bowl of lemons or apples make a great focal piece. Any home is enhanced by the smell of baking or freshly brewed coffee. Often the effect is subliminal, days later purchasers don't always know exactly why they got such a good feel from your home.



## FIRST IMPRESSIONS

OTHER PEOPLES MESS ALWAYS LOOKS WORSE THAN YOUR OWN.

From the moment prospects arrive they are making an internal commentary on everything they see. Gardens and lawns should be well presented, rubbish should be

disposed of, paths kept clean, toys and garden tools stored away.

A warm, comfortable heated home on cold days adds a feeling of cosiness and feels welcoming.

On a hot day, open windows to ensure adequate air flow through the house.

## ILLUSIONS OF SPACE

REMOVE UNNECESSARY CLUTTER, AND WATCH YOUR HOUSE EXPAND IN SIZE.

Remove personal photographs and excess furniture to create the sense of space.

## HIGHLIGHT YOUR HOME

NOTHING IMPROVES THE ATMOSPHERE OF A HOME MORE THAN BRIGHTNESS.

Open all curtains and switch on strategic lights to brighten up gloomy spots prior to the arrival of prospective purchasers.

## LITTLE THINGS COUNT

MAKE SURE ALL MINOR REPAIRS ARE COMPLETED.

Sticking doors and windows, loose door knobs, broken windows, or peeling paint may affect your sale.

## DON'T SPEND BIG MONEY

LITTLE INEXPENSIVE TOUCHES AND CLEANING CAN MAKE ALL THE DIFFERENCE.



## TAKE A BACK SEAT

AVOID BEING PRESENT DURING INSPECTIONS AS MUCH AS PRACTICABLE.

Our team know the buyers requirements and can better emphasise the features of your home to prospective purchasers.

Don't discuss details of the

transaction such as price terms with potential buyers, leave this to your property consultant – remember their experience and training enables them to qualify purchasers and negotiate the best price for you, the vendor.

Furthermore negotiations are more easily kept on a business-like level when emotions are not involved.

## WHAT TO EXPECT WHEN YOUR PROPERTY IS SOLD

WHEN YOU'RE HAPPY, HAVE AGREED TO THE PRICE AND THE PURCHASER HAS MET THE CONDITIONS OF THE CONTRACT, CONGRATULATIONS - YOUR PROPERTY HAS SOLD. NOW WHAT?

- Check all appliances are in good working order – unless otherwise stated
- Check all light fittings are working
- Make sure you have a key for each exterior door
- Have warranties and operating manuals if available
- Have garage door remotes and alarm information to hand over
- All rubbish must be removed from the property

Your solicitor will ensure the balance for your sale are deposited into your nominated bank account on settlement



day. Only when we have received confirmation from your solicitor will we release the keys to the new purchaser.

One week prior to settlement we will be in touch to arrange a suitable time for the purchaser to do a pre-settlement inspection. Keep your grounds neat and tidy.

If you have vacated the property by settlement date, it would be appreciated if the power could stay connected and ensure your power supplier carry out a final reading.

## COMMUNITY

BEING PART OF THE WAIKATO COMMUNITY AT TERRY RYAN AND HEATHER WHYTE REAL ESTATE IS EXTREMELY IMPORTANT TO US.

We believe in giving back to our community to ensure the positive growth and development of our community we are part of.

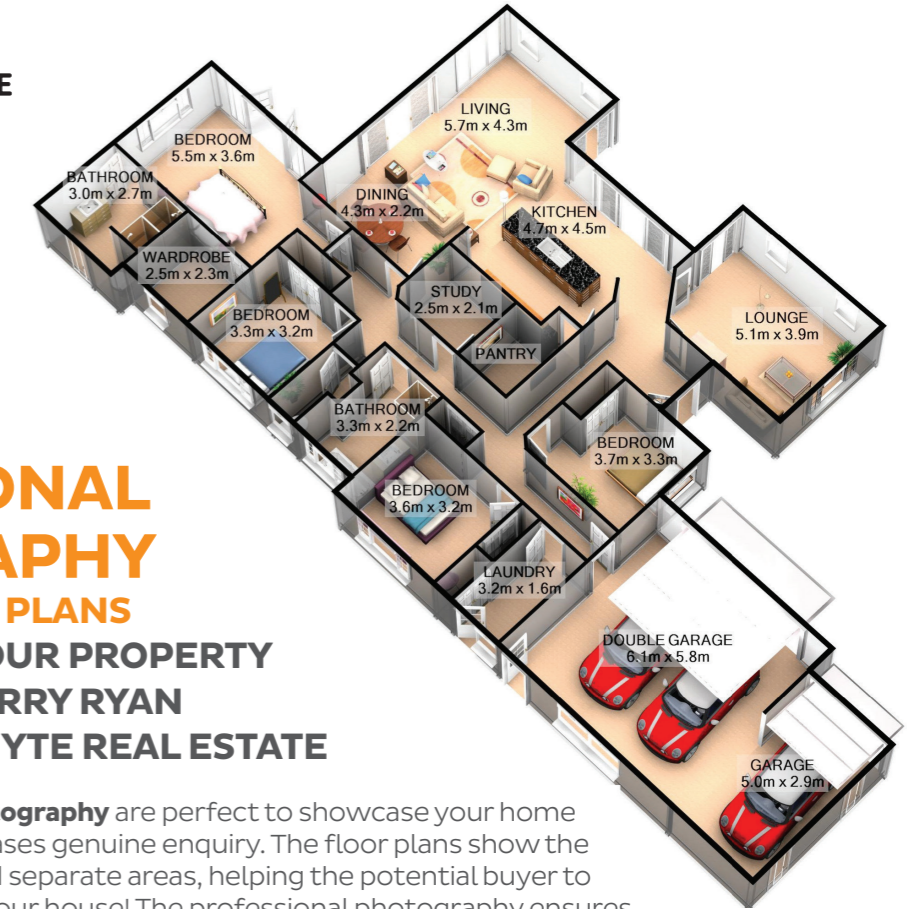
Our focus as a supporter of the KidsCan organisation assists local low decile schools to provide the basics of food, shoes and socks, rain coats and health and hygiene items.

Through Lugton's we are the main sponsor to The WaterBoy charity which gives kiwi kids the opportunity to participate in sport and personal development activities.

We are proud to be a committed sponsor of KidsCan and The WaterBoy to do our bit to see our community thrive.



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## PROFESSIONAL PHOTOGRAPHY AND 2D/3D FLOOR PLANS WHEN YOU LIST YOUR PROPERTY FOR SALE WITH TERRY RYAN AND HEATHER WHYTE REAL ESTATE

**2D/3D floor plans** and **photography** are perfect to showcase your home on our website and it increases genuine enquiry. The floor plans show the actual size of the house and separate areas, helping the potential buyer to visualise their furniture in your house! The professional photography ensures your property jumps off the page, engaging the potential buyer when you list with Terry Ryan and Heather Whyte Real Estate - Lugton's.

**Talk to the team today - we'll get the best result for you.**

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