

Principal's Pen



Welcome To The March Edition

Well the summer months are upon us now. You will notice the normal activity in the town on Saturday and Sunday has died off quite dramatically and hence we are short of buyers. This will continue for the next few months. So, we are now trying even harder for our vendors to promote your properties.

NOW

The state of the market!!
I did say the market can get worse and guess what "it has" the number of listings has one again increased. We are now at 17136!! This time last year we were at 15806.

SO! This has allowed buyers to be very particular in both how much they pay and what they are looking for a bargain!! And they have now the time to browse.

This means you need to seriously re-look at your listing and your price and adjust it accordingly, if you are going to be successful in selling.



FEBRUARY

Settled this month has been:
15 Stirling Terrace and 60 Sandspring Road.
Under Offers are: 26 Folewood Road.
So, a quiet month for us!

INSIDETHE OFFICE

Bill: Is now back full time and active as he ever was!!
Christie: Has finally booked herself a holiday to Bali in April. Very well-deserved break!
Sharon: Busy as busy can be at Merredin with both rentals and sales. Unstoppable!
Faith: Toodyay tenants are giving us glowing reports of her expertise!! Well done.
Erin- Our little computer expert, busy doing things I can't do!!
Tony: Flat out organising a huge clearing sale at Goomalling! And been selling Toodyay! Love being busy.

Read This

A true real estate story from this month!!
One of our vendors came in on Friday wondering why her block hadn't sold in the last 12 months. Perhaps she will give it to a different agency? (We hear this all the time). I simply stated that vacant blocks in river hills are selling between \$48,000- \$65,000, so whilst her block is at \$89,000 it simply won't sell.

The result: Vendor agreed to reduce the price to \$59,000

AND

we contacted a previous buyer an offer was presented and accepted on Saturday!!

"Remember the only thing stopping your property from selling is the price"

Till next month

Happy Selling

Tony Maddox



Your local family owned Real Estate

SOLD

15 Stirling Terrace
Toodyay

60 Sandspring Road
Toodyay



CLEARING SALE

Vintage Machinery and Stationary engines!

Massive sale of over 500 lots!

Goomalling:

The entire collection of the late
Mr Dennis Spark

Auction Date: 23rd March 2019
On Site: Spark Road Goomalling
Commencing at: 10am Sharp

NOTE: ITEMS TO BE PAID FOR & COLLECTED ON THE DAY
10% buyers premium applies
EFTPOS Available

DRIVERS LICENSE ID REQUIRED TO REGISTER TO BID

To View Items please visit our website:

www.asktonym.com.au

Under clearing sales - upcoming clearing sales.



Talk to the agents with over 28 years of experience in real estate in your local area, we can help you with Sales, Property Management, Auctions & Clearing Sales.

Telephone: 08 9574 2917 www.asktonym.com.au
100 Stirling Terrace Toodyay 6566