

We have a plan

we don't leave anything
to chance



PMM Real Estate

your property consultancy & selling plan

Your Decisions & Plan of Sale

1

Your
Situation &
the Market

Decision to sell

Timeframe to sell

Market conditions

2

Your
Property
Presentation

Declutter

Paint

Gardens

Furniture

Repairs

Inspection day

3

Method
of Sale

Set Sale

Buyer's Guide

Fixed Price

Offers Over

Silent or Discreet

By Negotiation

Expressions of Interest

Auction

 **PMM** Real Estate

 Find us on
Facebook

1a Bligh Street, Rosny Park (opposite Eastlands)
03 6244 5588 sales@pmmrealestate.com.au
www.pmmrealestate.com.au

Your Pre-Market Campaign

4



Activate our service by completing documentation

Complete property listing details including invisible value

Produce the contract of sale all property including chattles

Copy of title
Tag and register the keys

Book the professional photographer aerial & twilight photography

Create floorplans and video

Confirm the description that showcases your property's greatest assets

Design & erect signage
Prepare property brochure

Team inspection
Consult on presentation & property value

Pre launch and VIP preview inspections

5



Your Main Marketing Campaign

6



Advertising
& Property
Promotion

realestate.com.au

Premiere Property
Suburb Showcase
Ebrochures
Banners & front page

pmmrealestate.com.au
domain.com.au

Social media

Letterbox drops

Mercury Newspaper Real
Estate Guide adverts and
editorial request

Property magazine

Office window display
Interactive screen
lwall digital display

7



Buyer
Inspections

Private inspections
for qualified buyers

Schedule open homes

Facetime inspections

8



Communication

Your choice:
Face to face meet
Phone
SMS
Email

Face to face meet
prior to marketing

Property file system
for communication

Call/SMS update
after inspections

Business card left at
each inspection

Seller reports

Buyer inspection
survey/feedback

All offers in writing

Present all offers
within 24 hours

Your Results

9

Offers &
Negotiation



Negotiate single offer

Negotiate multiple offers

Where appropriate, countersign offer

Contract agreed between parties

Deposit paid

10

Settlement

Certified contract sent to solicitors

Conditions completed
Contract unconditional - Sold

Property removed from marketing

Sold sticker placed on property sign

Pre-settlement inspection

Conveyancing completed

Funds transferred

Hand over keys

Signage removed

Congratulations on your sale

**“customer relationships
are at the heart of what we do”**

If you don't feel that we've built a strong relationship with you by the time we've sold your home, then we haven't done our job.



- ✓ We have a thorough understanding of the selling process and model
- ✓ We have an unrivalled track record in delivering outstanding profit for our clients
- ✓ Our fresh innovative approach is your edge
- ✓ We will work tirelessly until we deliver the ideal outcome for you on the sale of your property
- ✓ Our brand is well respected in the market and attracts many buyers