

What is Your Property Worth?

Setting the price is one of the most important decisions you have to make when selling your property. Features such as location, size, age and unique attributes will help determine the figure, as will checking sales prices on similar properties in your area.



Setting the right price for your home is the single biggest factor that will determine the success or failure of your property or home sale.

The consequences of making the wrong decisions are painful. If you price your home too low you will literally give away thousands of dollars that could have been in your pocket. Price it too high and your home will sit unsold for months, developing the reputation of a problem property requiring a price reduction and further time delays.

Our in-house Research Department gives Colliers International agents access to property information such as average property prices, demographics, sales activity and rental returns. Such information will help you set the asking or reserve price of your property.

Pricing Guidelines

- The market determines the value.
- What you paid for your property does not affect its value.
- The amount of money you need to get out of the sale of your property does not affect its value.
- What you think it should be worth has no effect on the value.

What Is For Sale?

When selling your property, you have the option of relocating or leaving sentimental or expensive fixed items known as "chattels". Items such as light fittings, dishwashers, curtains, awnings, and above ground pools, that you wish to take with you, must be noted in your contract as being excluded from what is being sold. Including or excluding these "chattels" may affect the price of your property.



Our Knowledge is your Property