

Off the plan sales

Mankara Development - Bickley Crescent, Manning

We first met Norma, a buyer, when she asked about a development that we were selling off the plan (i.e. buying a property that hasn't been built yet). At the time, she lived in a 3 bed, 2 bathroom home in Waterford and was looking to downsize.

We invited Norma in to chat about her options and developed a great relationship straight away. With off the plan sales, our relationship with our client is very important, as we're taking a long journey together – sometimes two to four years.

As an agent, we're a major part of their purchase, as there is no physical property for them to view. The information and details shared with the client goes hand in hand with the trust we build during this time. After many discussions about suitable options, Norma chose the perfect apartment for her, with a purchase price of \$549,000.

Norma is now enjoying the process of purchase planning – choosing colours and personalising her apartment to suit her style. Just like building a home, off the plan has different stages that we

discuss with her when we meet. For Norma, the ability to purchase with confidence has been key, as has having a long-term plan. We look forward to facilitating a smooth transition for her once the development is completed.

We've been there for Norma from start to finish. From selling her current home and helping her plan moving day, to handing over the keys to her new home and celebrating with a glass of

