

OPEN HOUSE

the complete guide to selling your home



Bourkes



IT'S TIME TO MAKE YOUR MOVE.

Thank you for choosing Bourkes to sell your property.

Whether this is your first sale, or you're a veteran of the real estate market, we hope you'll find this guide to selling useful.

It takes you through the process step-by-step from pre-sale to settlement.

Of course, we can't cover every situation, so if you have any questions, we'll be happy to help so please get in touch.





STAGE 1

GOING TO MARKET

Marketing ingredients

Seller involvement in marketing

Professional photography & video

Social media

Point of sale

Signage

Websites

Text / SMS Communication

Advertising

Editorials

Marketing plan

Before your home goes 'on the market', we make sure it's carefully positioned to achieve the highest possible price. We aim for maximum exposure across all digital platforms and print, when required

The key ingredients.

- ✓ Brochures - QR Codes
- ✓ Signboards & Pointer Signs
- ✓ Professional Photography, Video & Floor plans
- ✓ Text/SMS Communication
- ✓ Company Buyer Database

Is your home picture perfect?

We believe every property, especially those marketed via the internet – must be professionally photographed. The photographer, who we will arrange – will discuss the best time to photograph your property.

They'll determine if your house looks its best in the morning sun, the afternoon light or at night. Night shoots are very effective for houses with great internal and external lighting.

Viewers are more likely to like, share, comment and tag friends when they encounter compelling video content.

Buyers are spending longer on online listings and video is a great way to engage them and ensure they remember your property.

Videos should be no more than 90 seconds in duration. We keep it short, sharp and keyed to the property.

Those all-important FOR SALE sign boards.

We may recommend opting for a photo board at the front of the property, which shows the main image of your home. Many homes don't display all of their best attributes from the road and the photo on the signboard should assist in showing a home's hidden secrets.

A 4x4 sign costs around \$250, and an 6x8 sign approximately \$500.

If your sign is damaged by graffiti, call us and we'll fix or replace it.

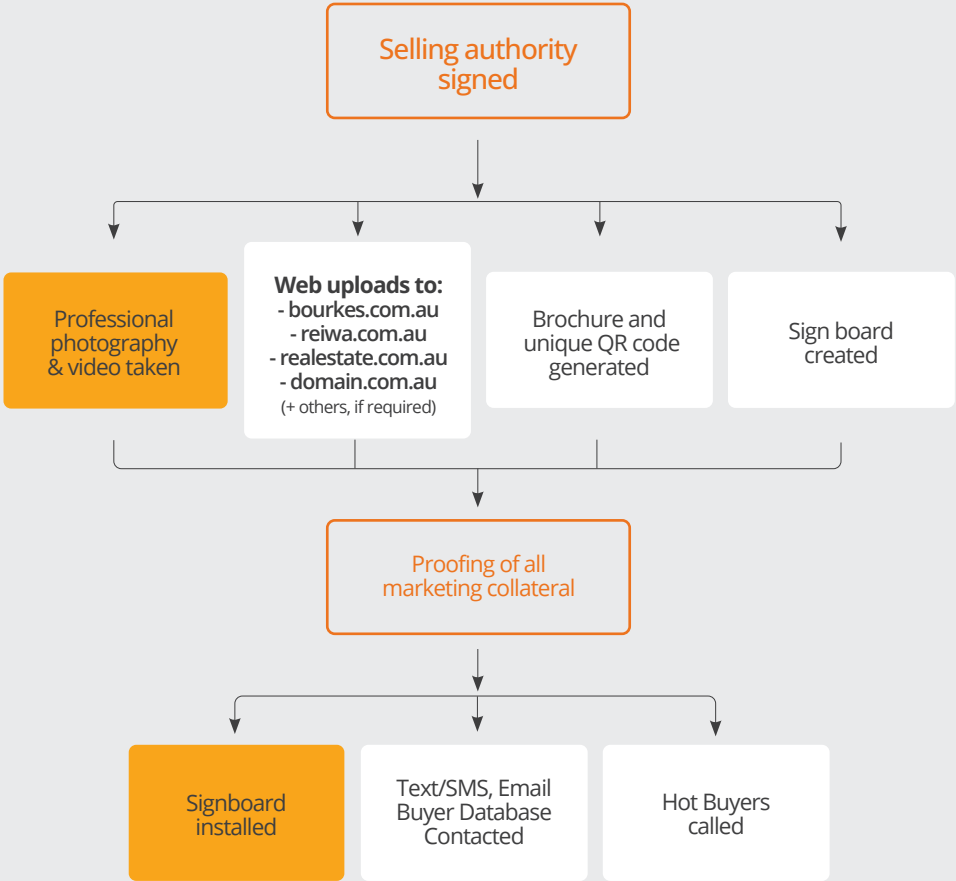
Attracting internet interest.

Your property will feature on the Bourkes website, with plenty of photos for people to browse. Our website also feeds through to a number of the major portals; realestate.com.au, reiwa.com.au and domain.com.au.

These major portals cover around 95% of total real estate enquires. A key marketing strategy is to test the property first on the web, before launch through a full marketing campaign.

We also have a number of social media accounts that support our online digital presence, both driving and leading buyers to our website and listings.

Phase 1 / Company Preparation



- Bourkes Action
- Seller Involvement
- Third Party Involvement

Floor plans are often essential.

Buyers are very keen to see a floor plan of their potential purchase. You may have an existing floor plan, which we can use or there are a few companies whom we are linked to, that we can engage to measure and size up to create a new plan for your home - ready for sale.

You have 6,000 new messages.

When potential buyers visit one of our home opens, we make a note of their contact details. We have over 6,000+ of these on our database and they are the first to receive an email about your home being on the market.

Got any good ideas?

Many owners leave it to us to prepare all the marketing. Some want a degree of involvement and others want total involvement. Whichever way you'd like to work is fine with us. If you think you have a good idea for the sign board, brochure or press ad, then share it with us.

You control the marketing purse strings.

You will authorise us to spend money on marketing in your Listing Agreement. Sellers are usually talked through a couple of options when it comes to the marketing campaign. Some sellers authorise a maximum amount of money to be spent throughout the campaign. We can provide you with ongoing feedback from the buyers and campaign along the way.

Homely.

Many sellers find it useful to visit homely.com.au to view review and/or write positive reviews of their suburb and their street. This assists buyers researching using Homely before they buy. We would encourage you to spend a few minutes leaving a positive review of your street and suburb.

Marketing / renovating paid at settlement.

We work with third party providers who can extend funds in advance to cover marketing, styling/staging or minor refurbishment costs, who are then paid from settlement funds.



EVERYTHING IS WORTH
WHAT ITS PURCHASER
IS WILLING TO PAY
FOR IT.

PUBLILIUS SYRUS



““

““

LOVE the kitchen! Maybe we could redo the bathroom...

““

Hey honey, let's copy that!

““

Hmm... Don't you think it's too eighties for our taste?

““

Woah! Garden's way too small. What's next on the list?

““

Oh wow, this ensuite is to die for!

STAGE 2

OPENING YOUR HOME TO BUYERS

'OFF MARKET' openings

'ON MARKET' openings

Other viewings

Other agent solicitations

Buyers knocking on the door

Communication

Price changes

Tenants in a property

Preparation tips

It's time! Those last minute renovations are done, you've cleaned every surface twice and sent your 'sentimental' possessions packing. You're ready for the masses. Here's what you need to know about the selling stage.

Should you open "ON" or "OFF MARKET?" (And what is the difference?)

An **'ON MARKET'** opening is the standard home open with the property advertised for sale, where buyers walk through the property.

An **'OFF MARKET'** opening is something unique. It's an invitation to existing clients on our database to view the property before everyone knows about it.

We achieve this through one of our most powerful tools, our data base. This entails a targeted email blast campaign and/or a Text/SMS message; and advise them, for example, that there's an exclusive home open this Wednesday between 5.15pm and 6pm.

People feel privileged to be invited prior to the marketing launch. More importantly for us, they feel under pressure to do something before the wider market knows about it on the weekend. We often get offers quickly as a result of this process. It also acts as a very good market intelligence before the weekend.

Before the home open, we recommend that you give your property a good clean and put away any small valuable items. (In 36 years, we haven't lost anything yet - and we don't intend to start today).

To help you prepare, we have included our best tips for presentation on pages 14 and 15 of this guide.

As apart of the process, we ask you to leave your property during the home open. We also take a register and record all buyers contact details in our database.

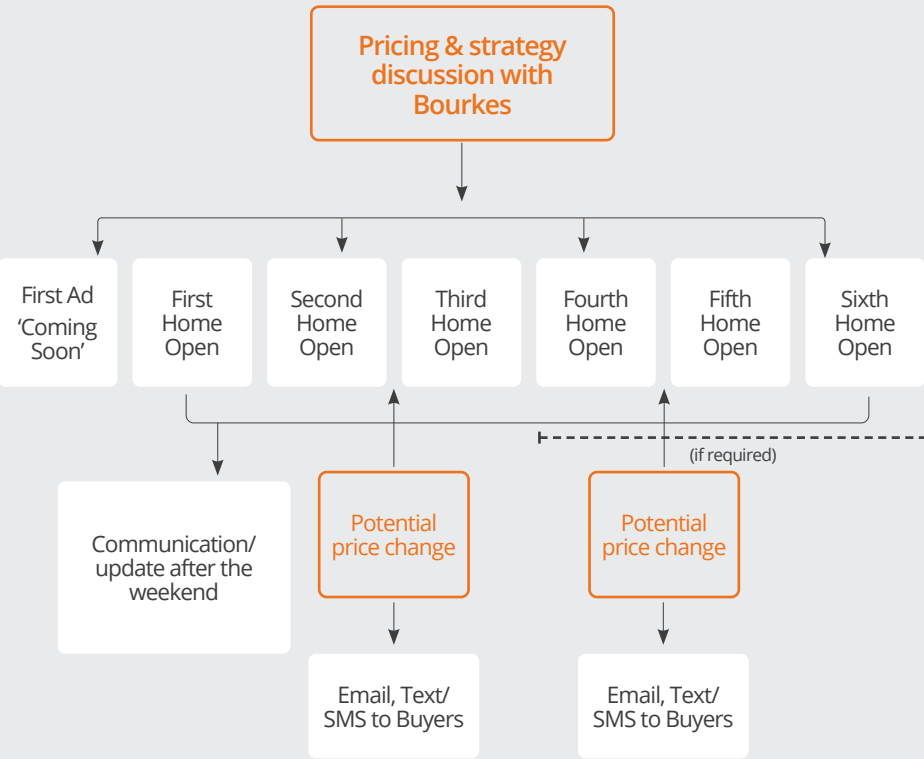
We will then follow up with the attendees and provide you with a report as to what the buyers said about the property and or/if there has been feedback around the price.

Other viewings and other agents.

It is highly likely that there may be viewings outside the set home open times and will be hosted by your sale representatives. We offer co-operative arrangements where we share our sales fee with the selling agent if they are successful in securing a buyer.

(There's no increase in commission because of this.) We will always accompany the buyer or the agent through the property.)

Phase 2 / Marketing



- Bourkes Action
- Seller Involvement
- Third Party Involvement



EVERYONE SAYS BUYING
YOUR FIRST APARTMENT
MAKES YOU FEEL LIKE AN
ADULT. WHAT NO ONE
MENTIONS IS THAT SELLING
IT TURNS YOU RIGHT BACK
INTO A CHILD.

ANDERSON COOPER



An unwanted foot in the door.

It is very rare that an agent would try to solicit – or ‘steal’ – the listing under a Listing Authority. It is deemed to be ‘poor form’ by the owners and certainly by us as selling agents. Some agents will try and contact you to encourage you to change to their company. Assure them that you are in good hands and tell them you don’t want further calls.

Knock, knock. Who’s there?

Occasionally, a buyer will knock on your door having seen the sign board. Under no circumstances let the buyer through the property. This compromises security and could put you at risk. Please refer the buyer to your sales representative who’ll arrange to show them through your home as soon as possible.

How we stay in touch and you informed.

Communication is vital in the sales process. If we have an email address for you we can send to you the Offer via DocuSign or equivalent electronic signature software, all endorsed by REIWA. Usually, you’ll hear from us twice a week. You’ll receive a call after the weekend, detailing the home open numbers and the feedback from the buyers. You’ll also get a call mid week to coordinate the marketing for home open times for the next week. Sometimes, we’ll call you to coordinate additional viewings. We like to communicate in a number of different ways. Some owners prefer text messages, so we don’t disturb them at work. Others prefer a phone call or email. Just let us know your preference. If you are going away or on holiday please let us know. Because Murphy’s Law dictates that the day we get an offer is the day we can’t find you. If we have an email address for you, we can send it you wherever you are in the world.

The price of freshness.

Selling real estate is a bit like selling fruit. We must keep it fresh and appetising. If after 2-3 weekends on the market, we haven’t received any offers or solid enquiries, we may suggest adjusting the price (in consultation with you), to attract more buyers to the property.

Challenging tenants.

Under a lease, a tenant has a higher right than you as a landlord to occupy the property. Some landlords think by selling the property or putting it on the market, it will allow higher rights to the landlord over and above the rights of the tenants lease. This is not the case. The tenant has the right to ‘quiet and peaceful enjoyment of the premises’ and the landlord has the right to inspect the property at ‘reasonable times’ of the day and at a ‘reasonable number’ of occurrences, with ‘reasonable notice’.

The Court doesn’t define what reasonable means, but it’s traditional to give 24-48 hours notice to the tenant before a viewing.

Home opens are not a mandatory imposition upon a tenant. Tenants can be encouraged to allow home opens by sometimes reducing the rent while the property is on the market. Once an offer is accepted, the rent returns to the original amount. Sometimes it’s a good idea to have a cleaner or home renovator improve the property’s presentation – especially if the tenant’s presentation is not up to your standards. In other cases, the tenant’s lease will extend for several months beyond the buyer’s preferred settlement date.

In these rare cases, the seller can offer the tenant a few weeks’ rent in order to try and “buy” the tenant out of the lease.

OUR TOP TIPS FOR SUCCESSFUL SELLING.

When selling a house, presentation is the key to success. A few simple steps can make all the difference.

✓ **Clear the clutter**

Clearing clutter is the number one rule of property presentation. Check out or Pinterest or Instagram for inspiration – you'll note that all those glossy homes are clutter free. Use the sale of your home as an opportunity to de-clutter your life. If time is limited or you can't bear to part with your family of stuffed toys, pack them up and send them off for short term storage. Another alternative could be a self storage facility for a short or long term solution.

✓ **Say it with flowers**

Buying flowers before every viewing will earn you bouquets from buyers. Choose carefully to capture the colour and atmosphere of your decor and don't overdo it – a couple of stunning vases in strategic places is enough to make a striking impression. Make sure they are at their freshest and most fragrant.

✓ **Pet hates**

Your pets may be part of the family but discerning house-hunters will sniff out cats and dogs as soon as they walk through the door – especially if they are prone to hayfever or allergies. You don't want the first few seconds of a buyer's crucial first impression to be interrupted by a sneezing fit or a whiff of a litter tray. Send pets on a short holiday with friends or family while you market your home and make sure there is no trace of fur on soft furnishings.

✓ **Bathroom tips**

Make your bathrooms, toilets powder rooms look as if they've never been used. Think five star luxury combined with hospital grade hygiene. Hide half used toilet rolls and replace them with brand new ones. Buy a packet of disinfectant wipes for quick once overs between bathroom cleaning days. If possible, have a set of fresh towels and unused pretty soaps on hand for open day and hide away those everyday items such as razors, shampoo bottles, tissues and toothbrushes.

✓ **Magic moment**

A buyer will make a decision about a house in the first few seconds of a viewing – usually by imagining themselves at home. Evoke an emotional connection by tempting the senses. Pop a tray of scones or a cake mix into the oven, brew a pot of coffee and play some soothing background music. Spray your favourite home perfume or burn essential oils, such as lavender, orange or peppermint. In summer, ensure the house is cool and in winter, use heating to set the inside temperature at a comfortable level. Remember your demographic and fake it if necessary. So if you're empty nesters targeting a young family, borrow furniture and accessories to set up a cheery children's room.

✓ Perfect timing

Be creative when planning inspection times. If you have a magical view of evening lights, consider a twilight viewing. If you live under a flight path, choose a time when few planes are scheduled. If you live on the coast, plan a schedule around the sea breeze. Depending on the weather, it will be either a hindrance or a help. Create a mood depending on the time of day and ply your buyers – have a plate of biscuits on hand at morning tea time or go all out with champagne and a jazz playlist during evening inspections.

✓ Smoke and mirrors

Any sign of cigarettes is an instant turn off. Plan ahead to guarantee clean air when your home hits the market. A month or so before, banish resident smokers to the outdoors only or better still, make them agree to quit. Then have your soft furnishings, carpets and curtains professionally cleaned. In the case of indoor smoking, look out for discolouration. Tobacco-stained ceilings and walls will need thorough cleaning or a fresh coat of paint.

✓ Declutter cupboards

Make no mistake – nosy buyers will open your cupboards during inspections. Surprise them with tidy, uncluttered shelves and purposeful storage. Extend your decluttering spree to cupboards and wardrobes and show that your home has a place for everything, with everything in its place.

✓ Garden care

Don't skimp on the garden – it's becoming more important to buyers as we embrace an outdoors-oriented lifestyle. Pep up a patchy lawn by scattering some lawn seed a few weeks ahead. Splash out on punnets of colourful flowers to fill garden gaps and provide instant appeal. Applying a thick layer of black mulch will make a big difference to tired garden beds.

Maximise the WOW factor with a light spray of water just before viewing time for lush foliage and a fresh, summery fragrance. The days are gone when you could hide all your backyard clutter in the shed or around the side – box it up and send it away for storage.

✓ Small things

Even the most organised seller will be frantic before a home open. In your haste to present the perfect image, don't forget the little things such as removing washing from the line, emptying bins, closing toilet lids and hiding damp tea towels.

Be mindful that even the best laid plans can go awry. Have contingency measures to cater for clutterbusting emergencies. Washing machines and laundry hampers make excellent hiding spots for last minute clean ups, as do cars.



STAGE 3

NEGOTIATING THE OFFER

- Contracts
- Communication of Offers and Acceptance
 - Signatures on an offer
 - Grant of probate
- Clauses on an Offer and Acceptance
 - Subject to finance clause
 - Timber pest inspection
 - Structural building report
 - Working order
 - Subject to sale clause
- Accept: reject: counter-offer
- Revoking an offer or counter-offer
 - Multiple offers
 - RCD's and smoke detectors
 - Clauses being waived

Sweaty palms. Shaky knees. You've got an offer on the table. Before we get underway with some real estate ping pong, let's go through the various components of this all important stage.

Contracts.

A contract is when you accept the buyers offer in its entirety. It is not a contract until all conditions and a price have been agreed to by both parties.

Offers and Acceptance.

No matter where you are located, we'll present you with an offer within 24 hours of receiving it. The signing process is now completely digital to provide a more seamless approach.

You should negotiate on the offer within 24 hours. Delaying the process may demotivate the potential buyer and sometimes they adopt a 'fait accompli' approach; "hey, if it's not meant to be..."

Buyers don't negotiate as emotionally if time delays the processes.

When you counter-offer, it rejects the former offer and puts your new offer to the buyer.

Some owners believe they can always "go back" to the original offer if the counter offer isn't accepted. You can't. By counter-offering you are rejecting the previous offer and therefore do not have the right to accept the previous offer.

Sometimes it's not worth the risk to chase a few thousand dollars and end up losing the former offer.

Signatures on an offer.

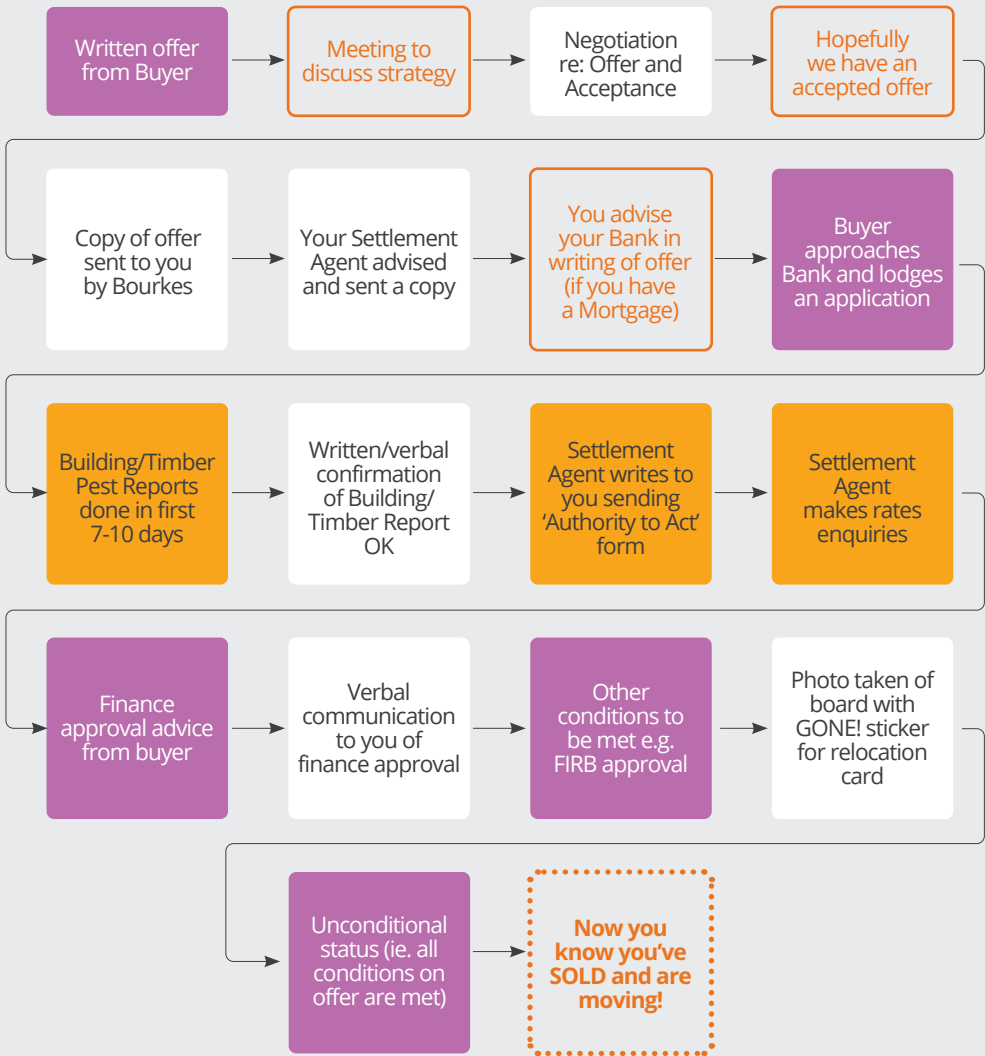
All parties on a title must sign an Offer and Acceptance for it to be valid. A party can nominate a Power of Attorney so long as the Power of Attorney is signed and stamped at Landgate. A contract is only a contract when all of the terms on the offer and acceptance have been agreed. A minor issue not agreed will still make the contract non-binding.

Throughout the negotiation, either side (i.e. Buyer or Seller) can cancel their offer or reject the other side's offer and the deal comes to an end. Revoking a counter-offer can be done by a phone call to the listing representative for both buyer and/or the seller at any time up until the contract has been signed in writing. Delaying a counter-offer or delaying the process, may mean the buyer rejects or withdraws their offer/ counter-offer; and the deal is at an end.

Grant of Probate.

If you are selling an Estate, an agent cannot take instructions from beneficiaries to an Estate. The Executor/s are the only people who can instruct agents. This authorisation can be done only when a Grant of Probate is issued.

Phase 3 / Sale to sold process



● Bourkes Action

○ Seller Involvement

● Buyer Involvement

● Third Party Involvement

Common clauses and what they mean.

Subject to Finance

Banks and lending institutions take around four weeks to approve a loan application. The buyer will ask the lender for the amount of money they need to complete the purchase. If they are offered that amount or more, they have completed that condition. If the bank declines their application or offers an amount less than they need, the buyer can cancel the contract and any deposit paid is returned to them without deduction. The buyer must lodge an application and use their best endeavours to obtain finance, otherwise there are grounds for not returning the deposit.

Timber Pest Inspection

Previously called 'white ant inspections', a timber pest inspection now takes into account rotted timber as well as termites.

If the inspection shows termite infestation, the buyer can cancel the contract. If there are termites in a part of the garden, a spray will often solve the problem. Sometimes a beam or part of the dwelling may have damage and the owner may choose to repair the damage to ensure the transaction continues.

Structural Building Report

Buyers often choose to have a Registered Builder or Engineer inspect the property to see if it's structurally sound. If the report indicates it's structurally unsound the transaction may fail. The owner may choose to repair the problem or offer money to compensate the Buyer. If the report shows small problems (e.g. holes in gutters) this will not endanger the contract. The report has to show serious structural unsoundness. (See our standard Annexure for more details.)

Working Order

It's assumed when you buy a property that all electrical, plumbing, reticulation, pool filtration etc., is in good working order. If something doesn't work when you sell, it's important to make note of it on the Offer and Acceptance; otherwise the buyer assumes it will be fixed before settlement at the sellers expense.

The Subject to Sale Clause* (*Conditions apply)

Western Australia is one of the few States which allows a buyer to make an offer on a property subject to them selling their property within an agreed time frame.

If you allow a buyer a period of time to sell their home, it is assumed you will take your home off the market for this period. However, most owners aren't prepared to do this and want to continue to market their property. This is where the 'Two Business Days' clause applies.

This allows a seller to agree on a sale price, set a time by which the buyer must accept an offer but still allows the seller to continue to market their home. The seller cannot accept another Subject to Sale offer - but they can accept a Cash or Subject to Finance offer on the proviso that the first buyer elects not to complete the initial sale. Once a second offer comes in, we go to the first buyer and give them two business days to make their offer unconditional or walk away.

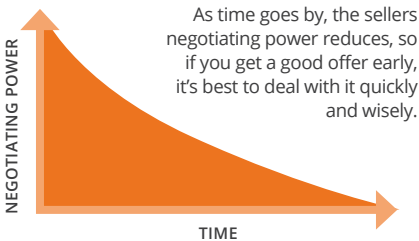
If they choose the unconditional option, they must settle in 30 days. The second offer then lapses because it was accepted only on the basis of the first offer not going ahead. If the first buyer walks away, they're entitled to a full refund of their deposit.

Subject to Sale offers invariably have coinciding settlement clauses. This means your settlement will now coincide with the settlement of the buyer's property.

Pay special attention to these dates as they may not suit you. You may wish to suggest a date on which settlement should occur if the subject property sells.

The first offer is your best offer.

History shows that **the first offer you get will invariably be the best one.** The reason for this is that the buyer is often motivated because your property has not been on the market for long. The hardest offer for an agent to present is an offer in the first week of marketing. The sellers natural thought process is 'If I can get this good an offer in the first week, then all I have to do is wait a little longer and I'll get the full price'. This has been the reason why so many sellers regret being too tough with the first offer – only to see it go away and then selling for much less, much later.



Should you accept, reject or counter-offer? Think carefully.

Accepting an offer is easy. Rejecting and countering are more difficult. Rejecting an offer means you don't want to deal with the buyer and it's like a slap in the face. If you don't like their offer price - but are happy to continue negotiating – then simply counter offer at, or close, to your initial price. Whilst the two parties are continuing to speak there is still a chance of an agreement being reached.

Revoking an offer or counter-offer.

Occasionally you may be countering an offer when a higher offer comes in. You are entitled to accept this but you must first revoke the first counter offer. This is done through your agent.

The best strategy is to advise the first buyer that another offer has now come in and that they have an opportunity to put their best offer in to compete with the second offer. There is no protection of the first offer in negotiation so this becomes a very competitive process. All offers must be presented to sellers and they chose the best for them.

Multiple offers. (Hey, sometimes you just get lucky.)

If you are fortunate to receive multiple offers on your home, you must work with one offer at a time. You are not permitted to respond to all the offers with a counter offer in the hope. (Why? Well, this could put you in the position of selling your home to multiple buyers which, at the very least, could prove awkward!)

Waived clauses.

The buyer may opt to waive a condition on an offer rather than provide a report. Some clauses automatically waive on a contract unless there is communication to the contrary from the buyer.

Everyone needs RCD's and Smoke Detectors.

By law, sellers must provide at least two RCD's (safety switches in your fuse box) and at least one hard-wired smoke alarm before settlement. (We can arrange this for you if your property doesn't comply.)



STAGE 4

FROM SOLD TO SETTLEMENT

What your settlement agent will do

Apportion rates and taxes

Finance condition

Building report

Subject sale clauses

Final inspection

Once unconditional

Insurances

Removals

Advice cards

Cleaning and keys

Nearly there! This final stage of the process up until moving day is relatively quiet and some say rather mysterious. Hopefully this section will take some of the mystery out of it for you.

Once you've accepted the offer.

Before you receive the proceeds of the sale, several things have to happen:

- Finance conditions have to be met
- Building and timber inspections have to be carried out
- Subject to sales have to be concluded

Usually we'll only be in touch with a progress report or if there are any issues. We'll give you a complete set of documentation and you'll receive correspondence from your Settlement Agency so you can authorise them to work on your behalf.

Enter the Settlement Agent.

Once finance is approved, your Settlement Agent will start work.

It's their job to:

- Apportion rates and taxes
- Contact the Strata Company (if appropriate) and apportion strata levies
- Prepare the settlement statement showing funds coming to you
- Prepare the Transfer of Land form to transfer ownership from you to the Buyer

Conditions, reports and clauses.

Finance Condition

To fulfil this condition, the buyer either gives us a copy of the loan approval letter or they waive the clause in writing.

If the date passes for the finance date, the contract stays together until you - the seller - terminates it.

Building report

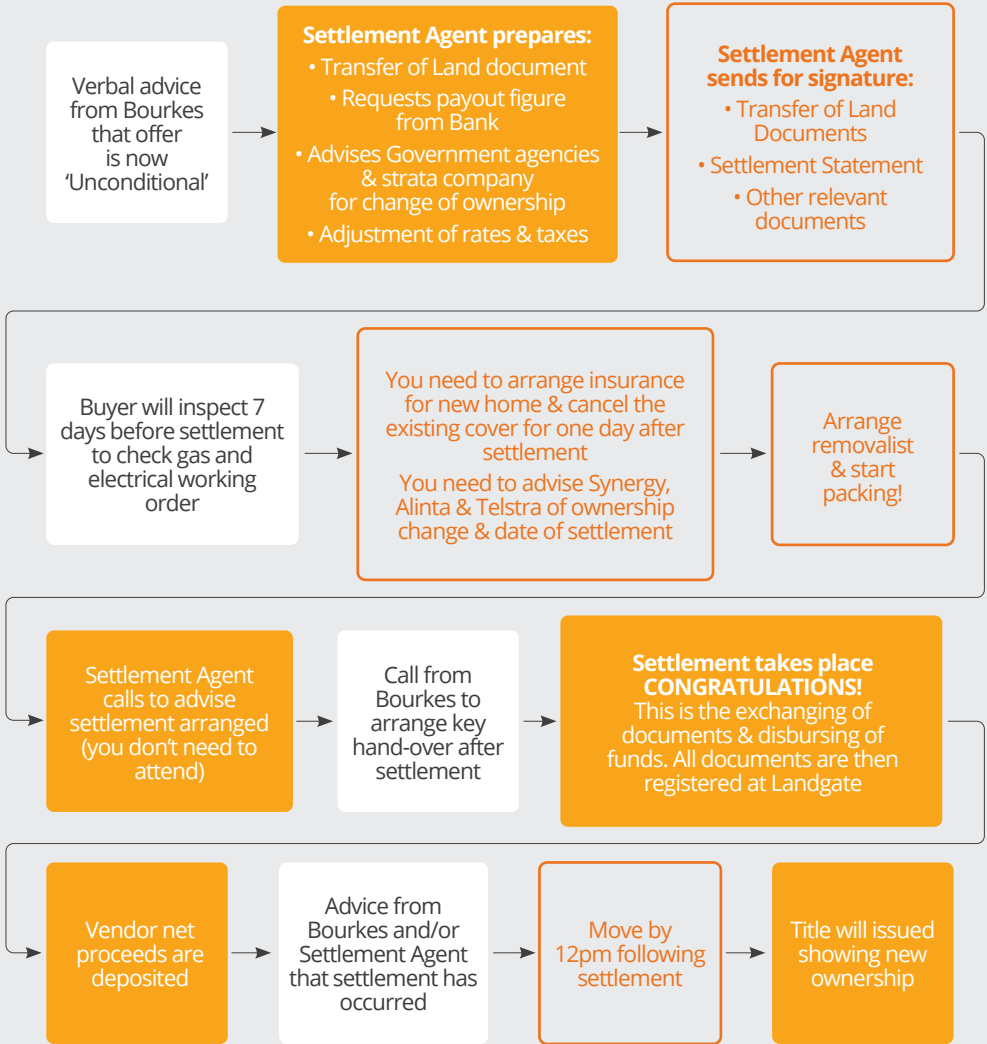
This report is from a Registered Building Inspector and must state that the property is structurally unsound for the contract to fail. If this happens, there may be an option to repair the item for the contract to continue.

Subject to Sale clauses

These clauses can be difficult. If the buyer sells his property, then invariably your settlement date is synchronized to their settlement date.

If they cannot sell their property by the due date – and you still wish to continue with the contract - an extension to the contract will need to be signed by both parties.

Phase 4 / Unconditional to settlement



● Bourkes Action

○ Seller Involvement

● Buyer Involvement

● Third Party Involvement

“

THE BEDROOM WAS SO
SMALL YOU COULDN'T
EVEN CHANGE YOUR
MIND IN IT.

BOB BOOG

Connecting Your Utilities

It is very important prior to moving into your new property that you connect electricity and gas are in your name. Rather than be on the phone for hours to connect your services, we have partnered with Move Me In who will contact you and arrange for the services you require. This is at no cost to you.

You can contact their support team
on 1300 911 947 or
support@movemein.com.au

MOVE ME IN
TO A BETTER DEAL >>>

”

The final inspection. (Make sure your appliances are up to it.)

The buyer is entitled to inspect the property within a week of settlement to ensure it's in the same condition as when they initially bought it and that all gas, electrical and plumbing is in good working order. (So it's important that the power and gas are not disconnected before the inspection.) If there is an issue with any appliance, can you organise to have them repaired before settlement.

The offer goes unconditional. (We're close!)

When all the conditions on the Offer and Acceptance have been met, then the offer is called unconditional. Now it's time to think about insurance, moving, cleaning and letting people know your new address.

Don't cancel that insurance just yet.

As a seller you are liable to keep insurance valid on the property until **noon on the day following settlement**.

It is important you don't cancel insurance at settlement as this will put you at risk.

The buyer isn't entitled to possession until noon on the day after settlement, so your insurance must provide for this.

Time to book the removalist.

When booking a removalist, remember they often charge from moment their truck leaves their depot until it returns. Choose someone who has a depot close to the route of your move. Make sure you ask them if they have any policies on items they won't transport, so you have time to make other arrangements for those.

Advice cards.

Here's a checklist of people, government departments and agencies who you need to notify of your new address. Some organisations allow you to use their websites to change your personal details.

- ✓ Family and Friends
- ✓ Electoral Roll
- ✓ Post Office
- ✓ Synergy / Alinta Gas
- ✓ Telstra / Optus / Phone carrier
- ✓ Department of Transport
- ✓ Relevant Government Depts
- ✓ Doctors and Schools
- ✓ Accountants and Solicitors
- ✓ Social Clubs
- ✓ Banks
- ✓ Insurance Companies
- ✓ Medicare
- ✓ Workplace

Cleaning (Aaargh!) and keys.

It is assumed you will vacuum and dust your home for the new buyers as the new sellers will do for you if you are moving. One of the conditions of sale is that the property will be handed over in the same condition as the buyer inspected it. So remember to water the garden so there are no issues later.

Your sales consultant will need to know what will happen to all the keys at settlement, so please make sure you advise them clearly on this.

And that's it!

Congratulations, you've successfully sold your home and we hope you've enjoyed the experience. From all of us at Bourkes, we wish you all the very best in this next phase of your life!

WE'VE BEEN YOUR NEIGHBOURS FOR OVER 36 YEARS.

If you know South Perth and surrounding suburbs, then the name Bourkes is a familiar sight. We've been involved in residential sales and property management in the area since 1988.

If you live further afield then you've probably heard of our man at the helm, real estate veteran, Alan Bourke. He's been in the business since 1980. Since that time, he's sold countless properties and helped thousands of clients make the most of the Perth property market.

Alan is also an experienced auctioneer and holds regular seminars for clients and industry groups on the benefits of real estate investing.

At Bourkes, you'll find only dedicated, hard-working professionals who are ready to help you buy, sell, rent or lease. Plus an unbeatable level of local knowledge, expertise and insight.

Whether you're buying, selling, leasing or renting a property, we believe it should be an exciting and, above all, enjoyable time.

Whatever we can do for you, we're sure you'll enjoy the experience.

Also by Bourkes

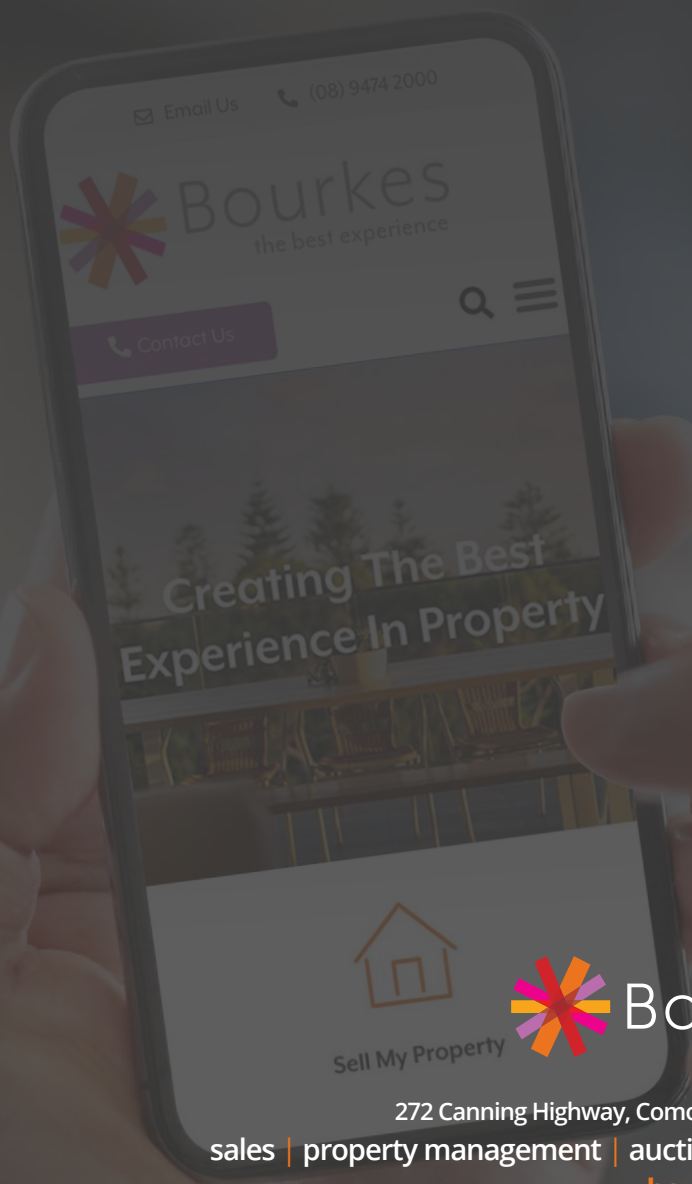
Understanding the Basics of
Real Estate Investing

NEST EGG /
the investor's guide to
renting out your property

GIMME SHELTER /
the tenant's complete guide
to stress-free renting

GOOD BUY /
the buyer's guide to choosing
the right home

SETTLE PETAL /
the complete guide to
property settlement



 **Bourkes**

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I'M A MARVELOUS
HOUSEKEEPER. EVERY
TIME I LEAVE A MAN,
I KEEP HIS HOUSE.

ZSA ZSA GABOR



Not all of us get to keep the house like Zsa Zsa
so if you're selling, this is the guide for you.
Compiled by the property experts at Bourkes,
it takes you from pre sale to moving day in
under an hour. Now how's that for an offer?

bourkes.com.au