

ST NES

PROPERTY MARKETING SPECIALISTS



Steve & Lisa Stone

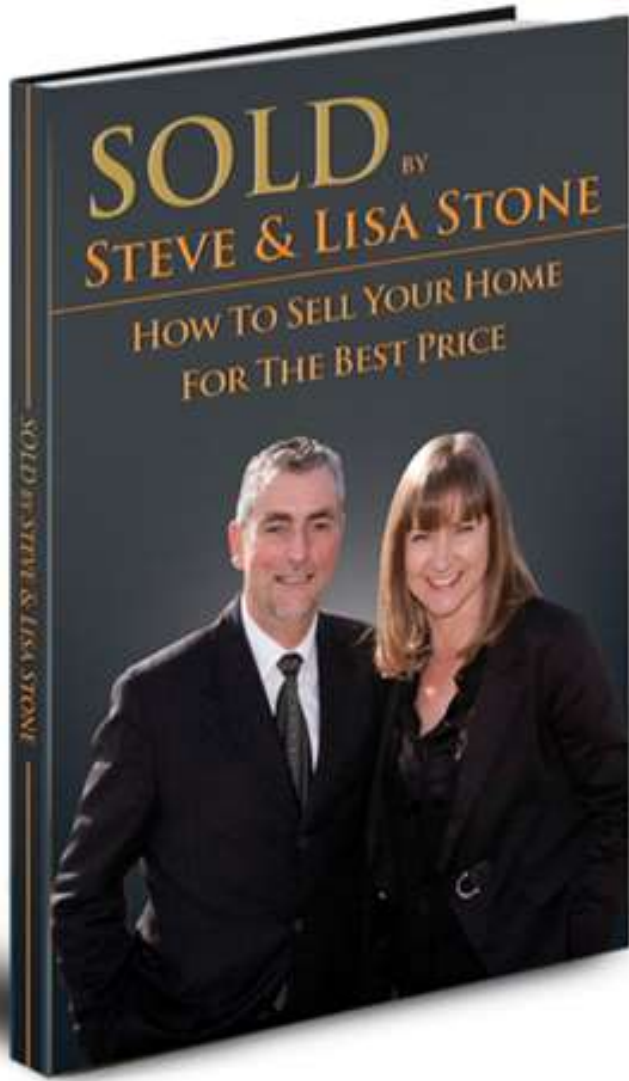
Harcourts Remuera



THE STONES
PROPERTY MARKETING SPECIALISTS

Harcourts
REAL ESTATE





STONES
THE
PROPERTY MARKETING SPECIALISTS



STEVE M: 021 966 499
LISA M: 021 504 674

OPEN HOME



TEAM

Property Marketing Specialists

WHO WE ARE

Real Estate isn't just about selling houses; it's about moving people on and getting them on to their next stage in life. Personal changes affect families and when circumstances change then their need for homes also shifts.

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THINKING OF SELLING?

[GET A FREE APPRAISAL](#)

Property Marketing Specialists

Steve and Lisa Stone
Real Estate

Contact Us Liked Message

Timeline About Photos Reviews More

888 likes +2 this week
Nicky Malloy and 168 other friends

3 were here 0 this week
Bobby Charles

View Pages Feed
See posts from other Pages

Invite friends to like this Page

397 post reach this week

Number of people you can reach within 2 miles of your business:
85,000 people

Promote Local Business

ABOUT

Status Photo / Video Offer, Event +

What have you been up to?

Steve and Lisa Stone
Published by John Smith [?] · 4 hrs ·

Be Phenomenal

We are proud to be speaking at the 'Be Phenomenal' event at the Ellerslie Event Centre on Thursday the 20th of August. It is an empowering event to help motivate and take your business to the next level To find out more and to get tickets visit: <http://bit.ly/1WArl3l>.

#Harcourts #TheStones #ReaEstate

Like Comment Share

Promote

THIS WEEK

397 Post Reach

49 Post Engagement

0 Contact Us

Recent

- 2015
- 2014
- 2013
- 2012
- 2011
- 2010

Daniel Smithwood commented on nzherald.co.nz's link.

Nathan Manuel-Smith replied to Nigel Ross's comment.

Tarun Handa likes Sri Sathya Sai Baba's photo.

Kerry McCormick likes Sam Francis's post.

Leonie Snook likes Made Marion's photo.

Mehul Mody likes Nisha Tailor - Harcourts's photo.

Ann Lereculey Phil Sulusulu likes Sam Singh's photo.

Rebecca Caroe and Lorenzo Gaione are now friends.

- Daniel Smithwood
- Phil Vialoux
- Sarah Renshaw
- Mehul Mody
- Travis Kreitner
- Brent Clark
- Mike Handcock
- Cathy Hayward Mell...
- Ann Lereculey Phil ...
- Dale Gray

GROUP CONVERSATIONS

Craig, Ani, Julie, 2 others

Search



Q & A PROPERTY MATTERS...

with Steve & Lisa Stone

Q: My agent has told me that the best time to sell is in winter but

(as it is now in Auckland - all our open homes are really busy) and supply is low so many sellers are waiting

vacant at settlement. What safeguards do I have that it will be in good condition when I settle?

the chattels are in good working condition. When we market a property we ensure all chattels are in good order; if the dishwasher, for example, is faulty, we list it on the sale and purchase agreement as an 'excluded chattel', so make sure you check all the included appliances are working and that things like the alarm system and all the lights, are working too. Contrary to popular belief the sellers do not have to clean the property prior to settlement, although

SEND YOUR QUESTIONS THROUGH FOR OUR NEXT EDITION:



THE STONES
PROPERTY MARKETING SPECIALISTS

- Do I really need an agent to sell my property?
- Will the web get me the best price for my property?

Q & A PROPERTY MATTERS...

with Steve & Lisa Stone

Q: I'm looking for an investment property and I've been following mortgagee sales. Looks like there are some bargains out there, but what are the drawbacks? Johnny M.

A: Great question, and happy to answer it here but as always, we suggest you get professional legal advice before undertaking any purchase, mortgagee or otherwise. You will probably know that a mortgagee sale occurs when a property owner is not meeting the terms of their

mortgage and the lender decides to sell the property to recover its debt. That can mean you get a bit of a bargain with a mortgagee sale (there may not be a huge amount owing on the property), but there are some real pitfalls to watch out for too. The thing to be aware of is that a mortgagee sale and purchase agreement differs from a standard agreement in several ways. Firstly, all liability transfers to you as the buyer once the agreement is unconditional (i.e. at the fall of the hammer in an auction) and any damage is at your

risk from then instead of at possession as with a normal purchase. Secondly, the chattels (E.g. stove, floor coverings, etc.) are not included in the sale. This means that between unconditional and settlement/possession the previous owner can remove any, or all, of them - leaving just a shell of the building when you take possession. We've seen instances where complete kitchens have been removed leaving holes in the floor and walls, handrails on the stairs taken and even in one instance a deck off the living area removed completely! All of

that means you need to have insurance in place between then and settlement - not an easy thing as many insurers won't want to cover you before you have legal possession. Lastly, the mortgagee sale and purchase agreement does not guarantee 'vacant possession' meaning that if the previous owners decide not to vacate it will be your problem to get them out - and that can be a nightmare! Again we strongly suggest you take legal advice before bidding on a mortgagee sale so that you are fully informed of all of the risks involved.

Disclaimer: This article is intended to provide only a summary of the issues associated with the topics covered. It does not purport to be comprehensive nor to provide specific advice. No person should act in reliance on any statement contained within this article without first obtaining specific professional advice. If you require any further information or advice on any matter covered within this article, please contact the respective author.

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- Do I really need an agent to sell my property?
- Will the web get me the best price for my property?
- Are all agents created equal?
- Why should I pay for the marketing when the agent gets paid a commission?
- Who should pay for the marketing of your property, the vendor or the salesperson?
- If I sell my property myself what is my exposure legally?
- (What's Your Question?) ask@thestones.co.nz

For any further queries please contact: Steve and Lisa Stone P: 09 520 8121 • M: 021 504 674 • E: steve.stone@harcourts.co.nz or visit: www.thestones.co.nz

Harcourts

How we work.....

- Prospecting
- Appraisals
- Listing
- Selling
- Sold!

Database (6,500+)

- Raving fans (24)
- Newsletter (2,000)
- Appraisals (300)
- Our sellers (72)
- Our buyers (10)!
- Ex open homes (2,500)
- Property Groups

Networking

- BNI x 2
- Business over Breakfast
- Talk to people

Prospecting

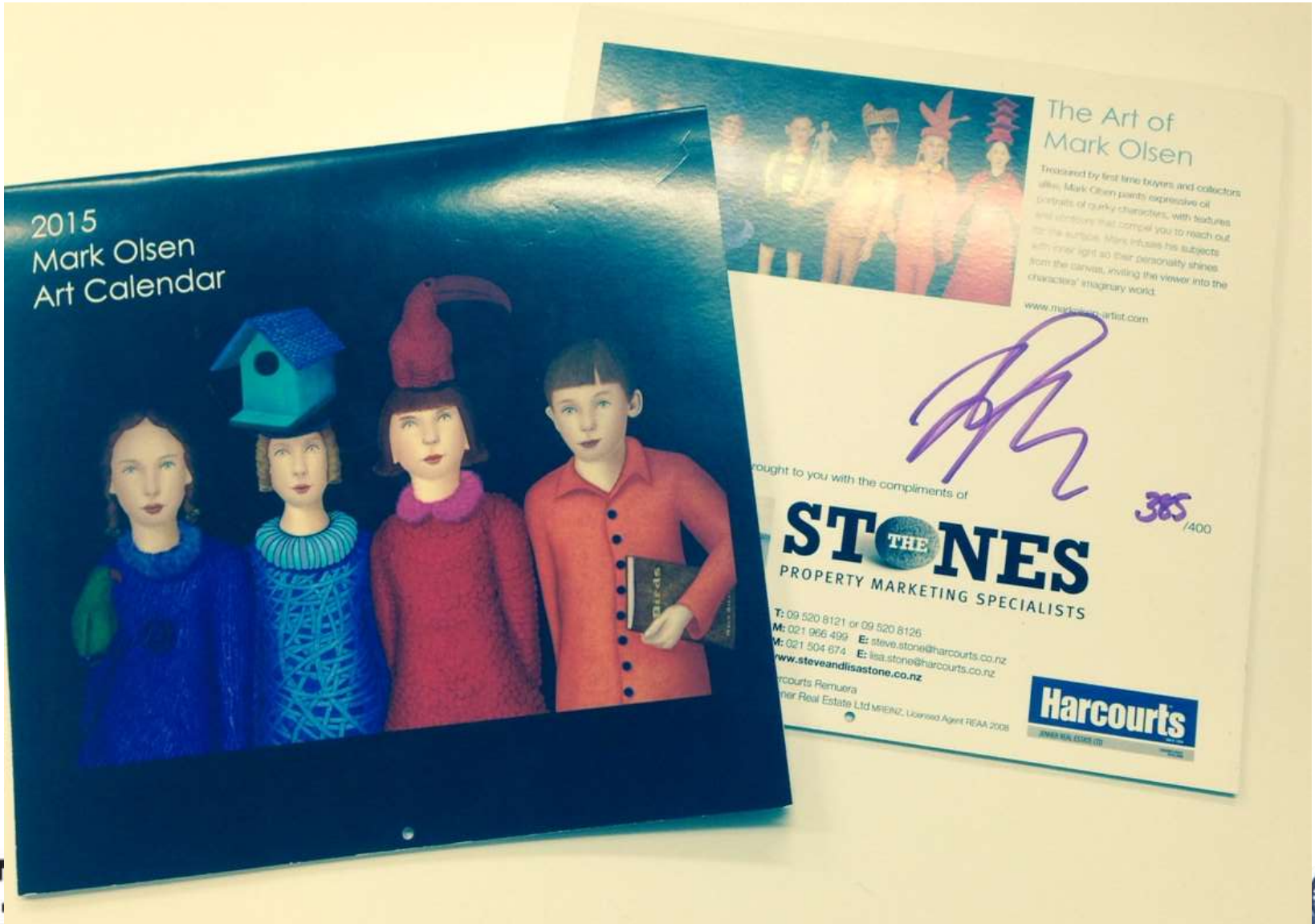
- Flyers: 2
- Telemarketing: 26 appraisals
- Networks (BNI): 14
- Open Homes: 24
- Referrals (Harcourts): 3
- Website: 2
- Raving Fans: 9
- Database Calls: ?

Appraisals

- Pre-appraisal kit



Appraisals



Listing

- Listing conversation
 - Auction
 - Marketing
- The Stones CMA

Selling

- Listed – send handwritten card
- Property Checklist
- Open Homes
- Call backs
- Vendor meetings weekly - Written reports
- Sold!

On going contact

- Calendars
- Newsletters
- Phone calls
- Visits

- Branding
- Prospecting
- Relationships