



YOUR GUIDE TO SELL

OLIVER JONKER



Oliver Jonker

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Ray White Ascot

Shop 1, 138 Racecourse Road
Ascot, QLD 4007

Let's get acquainted.

Hello,

Thank you for the opportunity to introduce myself properly so that when I arrive to your property, I'll be less of a stranger.

Selling your property is a big decision and I hope I can help you throughout the process. I am honored at the opportunity to join you on this journey.

My goal is to provide you with a clear understanding of how Ray White will be able to assist in the sale of your property. Our aim is to ensure that your property reaches every potential buyer and that the best possible price is achieved.

When we talk, we'll discuss the market in detail. For now, I've included some talking points, so we can address your needs and how I might help you to achieve them

I look forward to the prospect of working together and achieving a positive outcome.

Oliver Jonker

MEET YOUR AGENT

Oliver Jonker

Elite Sales Agent

Our Brisbane market continues to reward homeowners and investors that are proactive in their ambitions to sell. If you want that "edge" that sets you apart from other properties when it comes time to selling, you need to talk to someone who is experienced with delivering results, Oliver is that person.

Growing up as a northside local, Oliver attended St Joseph's Nudgee College, giving him a deep insight into Ascot and the surrounding suburbs. Oliver and his wife Fern live and own in Ascot, and love being a part of the community. Oliver is passionate about giving back to the community that he lives & works within, and he is proud to be the Major Sponsor of the St Rita's College annual Carnival.

Oliver's journey towards real estate began with a successful tenure in the stock broking industry after gaining a Bachelor of Business (Finance) from the Queensland University of Technology in 2010 (Oliver also obtained his DipFinPlanning and ADA 1&2 (ASX) qualifications).

Oliver then began his real estate career with ambitious determination. From the start, his single-minded focus has been to provide exceptional value and esteemed service in every transaction. Oliver now possesses a proven track record of outstanding results, amassed through his years of practical experience and unmatched local knowledge.

Oliver values work ethic, commitment, and transparency above all else. His steadfast dedication to his clients has been reflected in a number of awards, on both a state and local level. Oliver's point of difference is his strategic approach to selling, backed by hard market data and his wealth of experience in the finance sector. This winning combination ultimately allows his clients to come out in front, achieving extraordinary outcomes in an extremely competitive market place.

As a leading agent in the local area, Oliver demonstrates a high level of professionalism throughout every facet of the sales process. If you are considering your next step in property, and desire applicable, qualifiable advice that will yield the most successful result, contact Oliver for a confidential conversation. You will discover why he is so well regarded within the industry.

Contactable on 0431 708 697 or email oliver.jonker@raywhite.com.

Awards & Accolades

- 2021/2022 - Elite Performer
- 2021/2022 - Premier Performer
- 2020/2021 - Elite Performer
- 2020/2021 - Premier Performer
- 2020 - \$1 million in settled commission in their Ray White career
- 2019/2020 - Premier Performer
- 2018/2019 - Premier Performer
- 2017 - Rising Star Award



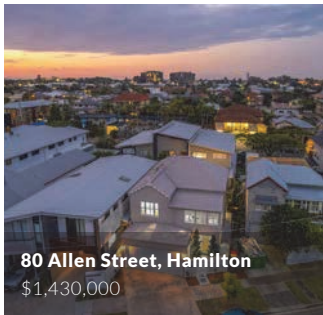
“The best review or feedback you can provide for any professional is if you would refer them to a friend or family member, and I have already done this with Oliver. Not only is Oliver a talented agent but he is also an ethical and trustworthy person, and when the two are combined you have someone you can really rely upon. Professional, excellent market knowledge and negotiation skills, we will be using Oliver again.”

— Paul Dugan 29 Oxford Street, Hamilton

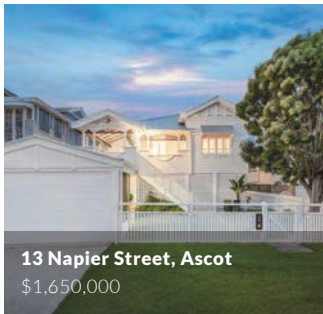
SOLD
by OLIVER JONKER



16 Killara Avenue, Hamilton
\$2,000,000



80 Allen Street, Hamilton
\$1,430,000



13 Napier Street, Ascot
\$1,650,000



82 Kitchener Road, Ascot
\$3,250,000



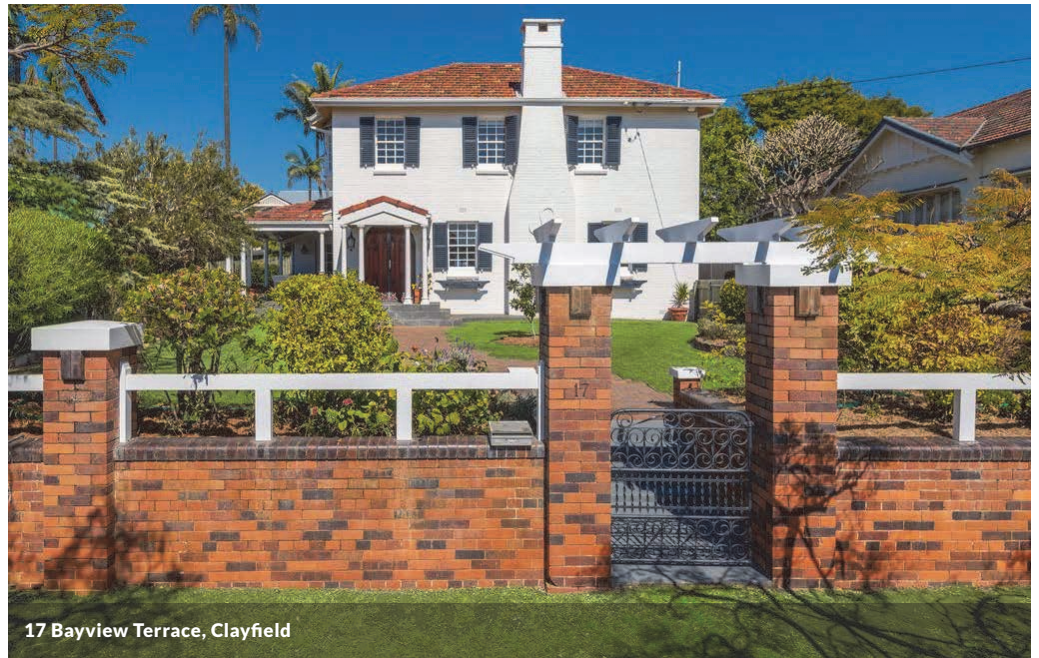
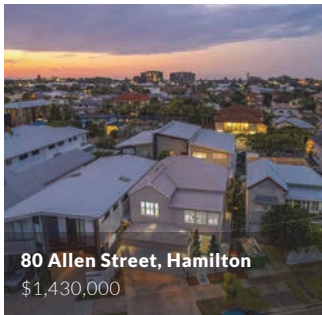
41 Winchester Street, Hamilton
\$1,420,000



14 Whyenbah Street, Hamilton
\$2,365,000

SOLD

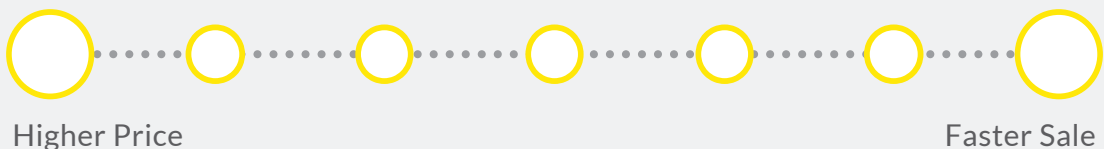
by OLIVER JONKER



What is most important to you?

Every property has a story and every seller different needs - we'd like to know what's important to you so we can achieve the best result.

- Q. What are you looking for in an agent?
- Q. If speed is important for your sale, are there any factors we need to know about?
- Q. What do you think your property is worth or what would you like to achieve with the sale of your property?
- Q. On the scale below, please indicate what is most important to you?



10 questions to ask your agent...

We're determined to get the best results for you. Here are a few questions you should be asking when choosing an the agent who best meets your needs.

- 1 Have you sold properties like mine before?
- 2 How can I maximise the price we can achieve?
- 3 How long will it take to sell my property?
- 4 What can I expect the sales process to be like?
- 5 Can I do anything to speed up the process?
- 6 How do we attract more people to my property?
- 7 What are the factors I should consider when selecting an agent?
- 8 How do I know an agent is giving me a realistic price guide?
- 9 Is the cheapest agent the best agent?
- 10 Why should I choose you and your agency?

WHO WE ARE

Local experts, working for you.

The Team at Ray White Ascot pride themselves on being real estate specialists in the Brisbane inner north-east area since 2003.

Ray White Ascot are the experts on the greater Ascot area, including Hamilton, Clayfield, Hendra, Woolloowin and Albion. They know firsthand what makes the area and the lifestyle attractive. What's more, they know what motivates buyers in the local market.

With the benefit of experience, Ray White Ascot take the time to understand your needs up front. During the campaign, the team use a refined set of processes that have been specifically designed to get you the best possible price for your property.

The team at Ray White Ascot also have a comprehensive past client and buyer database which ensures your property is presented to more genuine buyers to maximise the competition to buy your property.

As part of Australasia's largest real estate group that sells more property in Queensland and Australia than any other agency, Ray White Ascot can also connect you to buyers from all over the world. This international exposure is an added dimension no other agency can rival.

The strength behind the success of Ray White Ascot is undoubtedly its people. Their combination of experience, passion and determination to meet your needs is their most important resource and most valuable asset. Ray White Ascot pride ourselves on providing an exceptional level of personal and professional service to make the selling process easy and rewarding for all of their valued clients.

Contact Ray White Ascot today to experience the refreshing difference.



Methods of sale

Private Treaty

The Private treaty method is recommended for properties:

- Where time of sale is not an issue.
- Where the client is most comfortable with a clear price.
- Where marketing budgets are small.

Auction

Auction method is recommended when:

- Where the aim is to achieve a premium price.
- When it is important to have a set time frame to work with.
- Where the client is comfortable using market demand to help achieve the price.
- For any property in any market where the client is committed to sell.

Expressions of interest

Things to know:

- Ideal for unique properties which are not directly comparable to many other recent local sales
- Properties likely to attract specific buyers
- Properties unlikely to attract the broad number of purchasers required for an auction sale, yet similar to an auction campaign there is still competitive pressure to act within a certain time frame.
- Less than 10% of all properties are sold via Expressions of interest



Online presence of a national brand

A strong digital presence is crucial to creating competition throughout your property's marketing campaign. With Ray White, you can take comfort in the fact your property will have a home on the number one most visited brand website in Australasia.

With an average of 390,000 visits per month over the last year, you can rest assured your property will be put in front of more property seekers on raywhite.com than with any other brand. Added to the fact that Ray White is the most Googled real estate brand in Australia, your home's exposure will be unparalleled.

Funnel of Success



International

raywhite.com, Ray White international offices and buyer database.



Australia

raywhite.com, online portals (national portal presence), Ray White Group social media pages, active buyer database, national publications.



Local Area

Social media, local newspaper and publications, direct mail, Concierge services, eNewsletters, video.



Ray White Office

Signboards, window cards, open for inspections, brochures.

Presenting your home for the best result.

OUR TOP 5 TIPS:

Spring clean

Do a thorough clean from the inside, out including walls, windows, skirting boards and every nook and cranny.

De-clutter

Your buyer needs to imagine living in the property. Removing clutter visibly increases the room size and better showcases the space.

Faultless

Buyers notice everything. Fix anything that doesn't work, including doors, windows, light bulbs and taps.

Create atmosphere

Pay attention to the temperature and make prospective buyers feel comfortable.

Neutral environment

Decoration tastes are highly personal and we recommend taking a safe, neutral approach to styling.



Finding your buyer

With the team from Ray White Ascot, you can be sure we have proven strategies in place to deliver the best results possible for your home. Put simply, we want to find a single buyer willing to pay the most and through negotiation achieve the best outcome for you.



Our group database

"I was the first to hear about my home through an email, lucky I was on the database."



Press Ads

"I was browsing through the Wentworth Courier and saw the perfect home for us."



Open Home

"I was attracted to an open home through an invitation in my letterbox."



Ray White referrals

"I asked my Ray White agent to introduce me to his colleague in the town where I was moving to."



Property portals

Ray White makes it easy to browse properties by listing them on the key property websites.



Property marketing

Whether it's a brochure or signboard, our marketing looks fresh and professional.



Video

"Creating a video really brought my property to life. More people clicked on my property."



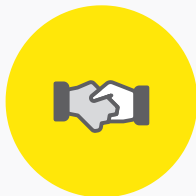
Happy Customers

"My agent worked tirelessly to get us the price we never thought possible."



Juwai

"I found my home through juwai.com even though I live in Beijing."



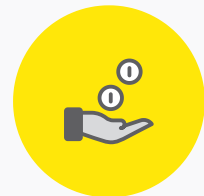
Concierge

"I asked my Ray White agent to introduce me to his colleague in the town where I was moving to."



Strength of brand

Ray White is Australia and New Zealand's most Googled real estate



Loan Market

"Loan Market found the perfect loan so I could increase my offer to buy my dream home."

Who is looking to buy in your area?

Our experience shows us that there are two distinct types of people in today's property market.

Dedicated property hunters

These potential purchasers are actively looking to buy in your area and are always on the lookout for available properties. They will often be in close competition with similar purchasers in their demographic.

Spontaneous property buyers

These potential purchasers are not actively looking, however, when the right property grabs their attention they are suddenly interested.

LOCALS

- Up sizing or downsizing
- Investing close to home
- Wanting to remain near family or schools
- Staying connected to the community
- Working close to home

PEOPLE NEW TO THE AREA

- Looking for a change of lifestyle
- Looking for a property hot spot
- Well-known schools, shopping and culture
- Potential growth

DEVELOPERS

- A location close to community hubs like transport and shops
- An attractive return on investment
- Sizable land area

INVESTORS

- A location close to amenity, transport, shops and schools
- Strong rental activity
- Future growth potential
- Low maintenance

INTERNATIONAL BUYERS

- Larger family homes
- Investment opportunities
- Development opportunities

So what's the next step?

RayWhite

Every property is unique in one way or another, so a marketing and sales programme should be designed specifically for your property, in order for you to achieve the best possible outcome.

What I have found from helping previous clients is that at this point in time they have often felt a little overwhelmed or unclear as to what is their best option moving forward.

This is where I come in!

I can help you become aware of all your options, together we can discuss your needs and talk about what fits in with you. I can provide you with a professional recommendation on how the local market is performing, what actually works in achieving a premium sale price, and create a unique strategy just for you.

So what are you waiting for?!

Contact me today to start working on your future, I look forward to our conversation.

Kind Regards,

Oliver Jonker



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