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Shop 34 The Golden Grove Village Shopping Centre, The Golden Way, GOLDEN GROVE



A silhouette of a man standing on a beach, throwing a young child into the air. The background shows the ocean and a blue sky with clouds. The text 'Who are you putting your faith in...?' is overlaid in a white, stylized font.

Who are you putting your faith in...?

Manner of sale

The sales agency agreement must specify the manner of the sale.

The most common ways to sell a property are by auction or private treaty. Your agent should advise you of the most appropriate way to sell your property. You should ask the agent about the advantages and disadvantages of both methods of sale before you decide what to do.

Termination of the agreement

A sales agency agreement must specify your rights to terminate the agreement. An agreement may limit your rights in this respect to certain circumstances, or provide for costly termination fees. An agreement may also deem termination to occur in certain circumstances; for example, if you sell the property privately, or through another agent. In such circumstances, depending on the agreement, the first agent may still be entitled to a commission.

You should seek independent legal advice if you are unsure about your rights or the consequences of termination of an agreement.

Sole agency agreement

The agreement must specify whether the agreement is a sole agency agreement.

Sole agency agreements are the most common form of agreement in South Australia. Your agent will most likely suggest a sole agency agreement, particularly where sale is to be by auction.

Under a sole agency agreement the agent has the exclusive right to sell the property and is entitled to receive the agreed commission whether or not they are the one to actually sell the property. In other words, if you sell the property yourself you will generally still have to pay the agent their commission. This will depend on the wording of the agreement.

Authority to accept an offer

The sales agency agreement must specify whether or not the agent has authority to accept an offer on your behalf, for example when circumstances make it difficult to contact you at the time an offer to buy the property is made.

If an agent signs a contract of sale on your behalf, then the contract is binding on you. So, if you think it is appropriate for the agent to be able to accept an offer on your behalf then the contract should clearly state when and in what circumstances you consider it acceptable for the agent to accept an offer.

If, on the other hand, you retain the right to accept an offer yourself, then your property cannot be sold unless you agree to the offer.

Disputes and complaints

If you have a dispute with an agent you should first try to resolve it with the agent. If that is unsuccessful, you can contact Consumer and Business Services on 131 882 for advice.

Disclaimer: This publication is a plain language guide to your rights and responsibilities. It must not be relied upon as legal advice. For more information please refer to the appropriate legislation or seek independent legal advice.

You must also ensure that any information provided to the agent about your property is factual and up-to-date. If a buyer can show that advertising of a property is false or misleading, the buyer may be able to take legal action. Under s36 of the Act, significant penalties apply to making false or misleading representations for the purpose of inducing another person to purchase a property.

Duration of the agreement

You should consider the length of the sales agency agreement because you may be obliged to continue under it even if you are unhappy with the services provided by the agent.

Under the Act, the maximum duration of a sales agency agreement is 90 days.

Towards the end of the sales agency agreement, you and your agent may decide to extend the sales agency agreement or enter into a subsequent or new sales agency agreement.

Price

In a sales agency agreement the agent must specify the agent's genuine estimate of the selling price of the property. It is important to note that this genuine estimate is not a valuation but rather the agent's best estimate of the likely price you could expect based upon a whole range of factors – it is in no way any guarantee that you will receive that price in the market place. The price must be expressed as a single figure without any qualifying word or symbols (eg \$300,000). In addition, the agent must provide you with details of sales of comparable land and any other information on which the agent will rely in support of their genuine estimate of the selling price.

The agreement must also specify a single figure sale price for the property that you would find acceptable to ensure any price advertising is not misleading or deceptive. If you are auctioning your property, you cannot increase your acceptable price in the agreement.

To help you decide on a price you should:

- consider the agent's estimated selling price
- research sale prices in your area
- consider seeking an independent valuation by a qualified valuer
- not allow emotion to cloud your judgment.

Having a realistic idea of the likely sale price of your property will help you avoid both disappointment and the risk of purchasing another property based on an unrealistic expectation of the sale price of your own property.

Prescribed minimum advertising price

The price that you and your agent list in the sales agency agreement will affect the price for which the property can be advertised. For example, if you advertise a likely sale price for your property, the price cannot be lower than the higher of the:

- amount you specify as acceptable in the sales agency agreement and
- amount the agent has estimated as the sale price.

Reserve price

The reserve price for the land must not, at any time before or during the auction, be set at an amount exceeding 110% of the amount that you have specified as your acceptable price in the sales agency agreement. For example, if you specify \$400,000 in the sales agency agreement as your acceptable selling price, then the reserve cannot be more than \$440,000.

January 2014



Smith Partners Real Estate has been operating since 5th August 2013 when husband and wife team; Ryan & Corina Smith started their own real estate business in a humble but functional office space. After only a year, Smith Partners Real Estate had grown so much that they relocated to their first "real" office at The Golden Grove Village Shopping Centre. They celebrated their first birthday and their Grand Opening on the 8th August 2014 and have continued to grow since that time.

Ryan Smith began his real estate career in 2004 working with one of Adelaide's Premier Real Estate Agency's. Starting out in the Property Management department as a Property Inspector, Ryan soon worked his way up to Leasing Manager and subsequently was awarded "Leasing Manager of The Year".

Soon after, Ryan made the successful transition to a Sales role. In his first year, Ryan achieved a "Rising Star" award, and in the next year he achieved recognition for the sale of his first million dollar property, being inducted into the "Million Dollar Club". In 2009, Ryan invited his wife Corina to join him as his administration assistant - and The Smith Team was born! In 2011, The Smith Team made a big change and transferred their little team to one of Australia's largest franchises. Ryan and Corina became the number one team in the number one office in South Australia.

This background of working with a prestigious boutique agency and then a large franchise office gave Ryan and Corina the knowledge and skills required to go out on their own and create Smith Partners Real Estate!

Today, the Smith Partners team continues to expand - with staff specialising in sales, property management, client services, information technology and marketing. Smith Partners Real Estate was named as one of five finalists across Australia in the category of Best New Office 2014 in the Real Estate Business Awards, one of five finalists in the category of Best Small Agency 2015 and 2016 in the Real Estate Industry of SA Awards and also winners of the Rate my Agent Agency Awards 2015.



RESIDENTIAL AGENCY
SMALL



RESIDENTIAL
AGENCY
Small





Meet The Team...



Ryan Smith - Director & Principal

Working in Real Estate for more than a decade, Ryan has first hand experience in all facets of Residential Real Estate from Property Management to Sales and now running a successful company based in the area he lives in and loves.



Corina Smith - Business Manager

Passionate about ensuring the success of the business, Corina manages and trains the staff in all aspects of the systems & processes used at Smith Partners. Corina also coordinates all marketing for the company and oversees the property management portfolio.



Emma Irving - Sales Associate

Working in Real Estate for over five years, Emma has a high level of experience and knowledge in Sales, Administration and Property Management. Emma manages our client & buyer database, prepares and maintains paperwork & legal documentation and handles all property files to ensure our clients have a smooth process from the listing stage all the way through to settlement.



Tayla Brodie - Client Services Administrator

With a strong focus on customer service, Tayla works effectively to provide a pleasant experience to all our clients. Working at office reception, Tayla handles all incoming enquiries, assists with Property Management and is happy to provide service to all colleagues where needed.

The sales agency agreement

An agent must not act for you unless they have been authorised by a sales agency agreement that is dated and signed by you, the vendor, and the agent. This contractual agreement sets out the rights and obligations of both you, the vendor, and the agent. A copy must be given to you when you sign it or at a later time within 48 hours as agreed by you and the agent.

Every sales agency agreement for residential property must include:

- a description of the land that is the subject of the agreement
- your full name and that of the agent
- the agent's registration number
- the chattels that are included in or excluded from the sale
- the services that will be provided by the agent or another person for which you will be separately charged (e.g. advertising and marketing)
- the nature, source and amount of rebates that the agent expects to receive in relation to separately charged services (e.g. advertising and marketing)
- details of the circumstances in which the agent will be entitled to receive commission or fees for the sale of the land, and also the circumstances in which the sale may not be attributable to the agent
- the duration of the agency agreement (maximum term is 90 days for sale of residential land)
- the agent's genuine estimate of the sale price of the property (a single figure) ,
- the selling price you are seeking or would accept (a single figure)
- comparable sales data and any other information the agent relies upon to support their estimate
- the manner of sale of the property (e.g. auction, private treaty or tender)
- your rights to terminate the agreement
- whether the agreement is a sole agency agreement
- whether the agent has authority to accept an offer for the property on your behalf
- a term warranting that the agent will comply with the Act and will act in your best interests.

Advertising and marketing

The sales agency agreement must specify all services that will be separately charged for, including advertising and marketing, and whether those services will be provided by the agent or by a third person. Amounts to be charged for the services and the time for payment must also be specified.

You should make sure you have a clear understanding of how the agent intends to market your property and what this will cost you. The cost of advertising and marketing a property varies significantly depending on the type of advertisement and where the advertisement will appear, e.g. the internet, The Advertiser. Some agents may charge a low commission rate but charge more for marketing and advertising your property.

You may be charged the up front cost of advertising with a particular publication, but agents commonly receive a rebate as a result of placing large numbers of advertisements.

You should make sure you ask the agent questions about the amount of advertising rebate that the agent expects to receive. You are within your rights to negotiate with the agent to receive some benefit from those rebates.

You should determine whether the amount you are paying for advertising and marketing a property is reasonable. The agent must disclose the nature, source and, if known, the amount or value of any rebate, discount, refund or other benefit they expect to receive in relation to these services. You can also include in a sales agency agreement a clause requiring the return to you of some or all of the rebate when it has been paid to the agent.

Form R1

Sales Agency Agreements

Rights & obligations of vendor

Land and Business (Sale and Conveyancing) Act 1994 section 20(2)

An agent must give you, the vendor, this guide outlining your rights and obligations before making a sales agency agreement with you.

Choosing an agent

Agents, including companies that are agents, must be registered under the *Land Agents Act 1994*. You can check whether they are registered on the Consumer and Business Services website: www.cbs.sa.gov.au.

Choosing the best real estate agent to negotiate the sale of your property is important. The services provided and the associated costs may vary significantly so it is a good idea to obtain advice from several agents before signing an agency agreement. You should ask them for their proposed marketing plan — what they will do to market your property and what will be your financial contribution to the marketing of the property.

It may not be in your best interests to choose the agent who provides you with the highest estimated sale price of your property because this price may be unachievable and could delay the sale.

When the agent provides you with an estimated sale price of your property you should ask how they have determined the estimated sale price. It is a requirement to include recent sales figures for comparable properties in your area and any other information the agent relies upon for their genuine estimate of the selling price into any sales agency agreement you choose to sign with an agent. You can also engage a qualified valuer to prepare an independent valuation if you so choose.

Role of the agent

When you list your property with an agent, you are employing them to sell your property for a price that is acceptable to you. The agent should always act in your best interest and engage in good business practices. The agent will charge a fee for their services either in the form of a commission, a set fee or a combination of both.

The agent should outline a marketing plan for your property and undertake various searches. You can generally expect the agent to:

- advise on a method of sale
- advertise and market the property
- organise and attend open house and other inspections
- attract prospective buyers
- communicate offers to you
- organise an auction, if this is the preferred method of sale
- arrange the signing of the contract of sale
- assist in the preparation of the disclosure statement to be given to the purchaser.

January 2014



Enes Mulalic - Senior Sales & Leasing Partner

Working in Real Estate for more than a decade and living in the North Eastern suburbs of SA for his entire life, Enes is a true local expert. Enes is one of our Senior Sales Partners whilst also managing the leasing stage of Property Management, conducting open inspections, processing applications and liaising with Landlords.



Matt Manser - Sales Partner

After years of building strong customer relationships and focusing on customer satisfaction, Matt Manser brings a modern approach and fresh knowledge to the industry. Matt continuously seeks to stay ahead of the game when it comes to market education and trends.



Josh Smith - IT & Communications

With qualifications in Information Technology, Josh helps the office run smoothly, fixing any issues that arise with systems or hardware. He's also updates and maintains our website and Facebook page.



Steve Cordes & Vanessa Newton - Gainsborough Studio

Steve & Vanessa are the, creative driving force of Gainsborough Studio and constantly search for new ideas, attend local and national conferences that keep themselves and the studio at the peak of the profession.

Why Choose Us?

Professional Expertise

- Our clients receive complimentary property styling advice from a professional home stylist. This means we are able to better present your property's unique characteristics to prospective buyers or articulate any unrealised potential in a home
- Our clients have their property photographed by professional photographers from one of Adelaide's most renowned photography studios - Gainsborough Studios
- Our clients receive a full colour floor plan & site plan of their property
- We have personally handled the sale of over ninety million dollars worth of real estate in the last five years alone and, at the time of leaving one of Adelaide's largest franchise networks, Ryan & Corina were the number one team in the North East suburbs

We're a Locally Grown, Family Business

- We are a family business - for us, your result is personal
- We are a genuinely local business. We are not a franchise with head office in another state, nor in an inner city suburb - our office is located in The Golden Grove Village Shopping Centre.
- Supporting our business means you're supporting the local community.
- We are proud to say that we have built our business all on our own. We started small and have reinvested profits into the business to make it what it is today.
- The success and reputation of our business means everything to us, meaning you'll always receive the very highest level of service
- We treat people the way we would like to be treated. With courtesy, respect and sincerity. No games, no double-speak, just hard work and property expertise.

Local Knowledge, Out of Area Reach

- We live locally and pride ourselves on our knowledge of the North Eastern suburbs.
- Our reach extends internationally, far beyond the North East suburbs utilising all of the major advertising websites like realestate.com.au and their affiliated Chinese sites, domain.com.au, our own website and social media.

Testimonials

"Our expectations were exceeded in both the negotiation/purchase process for the house we bought and with the selling of our home (on the market & sold in less than 3 weeks!) It all went smoothly with much of the stress removed by the process used and results achieved." - *T & E Trasy GOLDEN GROVE*

"We found majority of agents really unpleasant to deal with. We felt Ryan was genuine, lovely to deal with and approachable." - *R Mills & B Crawford WYNN VALE*

"You are very professional and thorough with details. We would rate you very highly. You made purchasing the property a pleasure and our expectations were exceeded." - *P & J Scadding ST AGNES*

"Very impressed with office location - plenty of exposure. We found Ryan a straight shooter with plenty of confidence in his business. Service was exceptional. Always updated and knew exactly what was happening. We never had to chase for information. ." - *M & T Wood WYNN VALE*

"We were both impressed by Ryan's willingness to provide advice & assistance. We always found him to be very approachable, open & honest. Not typical real estate agent traits! Ryan struck us as professional, energetic and hard working. We're proud to have supported a new business." - *B & T Sayer WYNN VALE*

"I am a big worry wort and Ryan made the whole process as easy as possible with excellent results. Sold first open with higher than asking price! Communication was excellent. Very impressed - other agents are sometimes very difficult to contact." - *M & J Chuchla GREENWITH*

"We met Ryan through a referral. He was very professional and confident in what he was doing. We were very happy with his service. He kept in touch and always answered texts and calls promptly. Thank you for doing such a fantastic job in selling our house. We were very pleased with the outcome. We had absolute faith in you Ryan, we knew you would get the best price for us - and you did!" - *P & J Vorrasi PARADISE*

"Smith Partners' brochures are the best that we saw whilst house hunting. The extra details regarding "Neighbours" "Why owner was leaving" etc. provided that extra important information that you may not get at an open inspection. - *S & N Gage MAWSON LAKES*

ratemyagent 2017 WINNER
AGENCY OF THE YEAR



SOUTH AUSTRALIAN
SALESPERSON
RESIDENTIAL



SOUTH AUSTRALIAN
SALESPERSON
Residential



Ryan Smith

Ryan Smith grew up in the Adelaide Hills on his family's hobby farm in Cherry Gardens. After studying finance at University, Ryan worked for many years as a Business Development Manager for Macquarie Financial Services and BT Group before deciding that his interest in Real Estate was his real passion.

Ryan Smith began his real estate career in 2004 working for Toop&Toop Real Estate. Starting out in the Property Management department as a Property Inspector, Ryan soon worked his way up to Leasing Manager and subsequently was awarded "Leasing Manager of The Year".

Soon after, Ryan made the successful transition to a Sales role. In his first year, Ryan achieved a "Rising Star" award, and in the next year he achieved recognition for the sale of his first million dollar property, being inducted into the "Million Dollar Club". In 2009, Ryan invited his wife Corina to join him as his administration assistant - and The Smith Team was born! In 2011, The Smith Team made a big change and transferred their little team to one of Australia's largest franchises - Ray White Real Estate. Ryan and Corina became the number one team in the number one office in South Australia.

Ryan has just had his best year in Real Estate selling over 70 properties without lowering his very high standards of customer service, and all while running a successful company. Ryan was recently named as a finalist in the Real Estate Industry of SA's category of Best Residential Salesperson across all of South Australia for 2014/15 and 2015/16 financial years! He's also the recipient of Open Agent's Home Seller's Choice award for 2015 and #3 across all of SA as Rate My Agent's most reviewed Agents.

We Do Things Differently!

Most importantly, when we advertise a home for sale, we ensure that the property marketing is all about YOUR PROPERTY, not about us!

Our signboards showcase the best feature of your property, not just our brand and name.

Included in our "Essentials" marketing package is one 8' x 4' photo signboard with:

- Three photos for detailed advertisement
- the property address so that people who don't live on your street will know which house they are looking at
- basic details of the number of bedrooms, bathrooms and car spaces
- a "subscribe now" reference so interested buyers can register on our system to be notified of open times, etc.

We also have an upgrade option of a double 8x8 signboard - perfect for use on main roads or high traffic areas.



SmithPartners
Real Estate | Helping you make your next move

For Sale

8 Chamberlain Court, GREENWITH
Ideal Family Home!

SUBSCRIBE NOW! To receive updated notifications on this property, please SMS 17006 to 0416 905 975

Ryan Smith
0488 013 112

5 2 3
smithpartnersrealestate.com.au



Our Property Magazine is published EVERY WEEK, not monthly, meaning that the properties advertised are still available at the time a potential purchaser sees them.

We actively distribute them at Muffin Break in The Golden Grove Village Shopping Centre as well as having them available at our office and all our open inspections.

Why Choose Us?

Our brochures are unrivalled in the South Australian Real Estate market. With 12 A4 pages featuring the best photos of your property, details on every aspect of your home and even details about your suburb and what you love most about your property. Photography by the professionals - We have an exclusive agreement with the renowned Gainsborough Studio's to complete all our property photography. Steve or Vanessa will visit your home and take the time to make sure we get the right photos of your property.

We choose to use a wide angle lens for photographing each room. This gives potential buyers viewing the photos the same impression as if they were walking into the room and seeing it with their own two eyes - peripheral vision and all!

STANDARD LENS



WIDE ANGLE LENS



You may be considering renting out your current property if selling at this time is not the right choice for you.

A unique aspect of Smith Partners Real Estate is that our Principal, Ryan Smith started his real estate career in Property Management with one of Adelaide's top boutique real estate agency's. His first role was Property Inspector meaning he was in charge of in-going, out-going and routine property inspections. Ryan took pride in completing his job to a very high standard before becoming a Leasing Manager in charge of leasing & re-letting properties including checking references of prospective tenants. Ryan was awarded "Leasing Manager of the Year" before making the leap to Residential Sales.

Corina Smith takes pride in her high level of service in the Property Management department. Taking all enquiries from clients and deal with all issues accordingly, Corina's passion for the business motivates her to ensure we do the right thing by the owner, with a duty of care to our tenants. Corina truly enjoys the role and with assistance from Tayla Brodie arranging maintenance and Enes Mulalic managing the leasing process, the Property Management team works together effectively to deliver efficient and high quality service to all clients.

- **Quality Tradespeople** - majority of the tradespeople we utilise to complete any required maintenance have been tried and tested on our very own homes! We won't use anyone that we don't believe will complete the job to our very high standards and at competitive pricing.
- **Detailed Property Inspections** - we will complete quarterly routine property inspections and provide you with detailed property inspection reports including photographs to ensure you are always informed of the state of your investment property.
- **Your rental listing will be advertised on all the major websites including realestate.com.au, domain.com.au, our own website smithpartnersrealestate.com.au and on our social media sites.**
- **We provide the option to use professional photographers from Gainsborough Studio's to photograph your rental property when advertising for lease. Showing your property in its best light will generally attract a higher quality tenant.**



Our Meeting

At our meeting, we will be covering off the following topics:

- What is your property worth in today's marketplace - including showing you some recent sales in the area that have similar attributes to your property
- How long will it take to sell
- What are the changeover costs
- How we would market the property
- Anything else you would like to know! For example:
 - Is there any work we should complete around the house prior to listing?
 - Should we sell or rent out?
 - Do we need to speak to a mortgage broker?
 - Is there a good time to buy and/or sell?
 - Can we sell our house with no furniture in it if we've already moved out?
 - Can you help us find a new house?

Your Notes:

Huge online presence!

We may be a relatively small Agency, but our online presence is HUGE! As well as a strong presence on www.domain.com.au and on social media, we now have the biggest and best advertising package available on realestate.com.au including the following features:

- All our listings are automatically uploaded to realestate.com.au for 45 days as a Premiere Property - which is the largest and most eye catching advert that you can have.

VALUED AT \$2,000

- Your property will be at the top of the search results for your suburb until another new Premiere listing comes along and every 15 days your property will be rotated back to the top of the list
- Your property will have an automatic lift-over and translation to realestate.com.au's 3 Chinese sites - squarefoot.com.hk, myfun.com and fang.com - China's largest real estate site

VALUED AT \$330

- An E-brochure will be sent out on day 7 of your marketing campaign to realestate.com.au's database (over 1.5 million Australia wide).

VALUED AT BETWEEN \$200 - \$1,000
(prices are based on registered buyers for particular suburbs)

Premiere Property

Appear at the top of all search results so buyers see your property first.¹

- Capture up to 20 times more views than a Standard ad²
- Largest ad and photos invite more enquiries



The ultimate ad to get your property seen

86% of potential buyers use the internet as their main tool to search for property.³

With an audience of more than 3 million visitors every month⁴, realestate.com.au is a crucial part of your advertising schedule.

Premiere Property is our ultimate advertising option helping to get your property seen by more buyers.

A Premiere Property gets seen to help drive up the sale price.

Be seen first by more buyers

Premiere Properties appear first in all suburb, state and region search results.¹

Biggest ad

With largest photos to invite more enquiry from buyers.

Rotate to the top

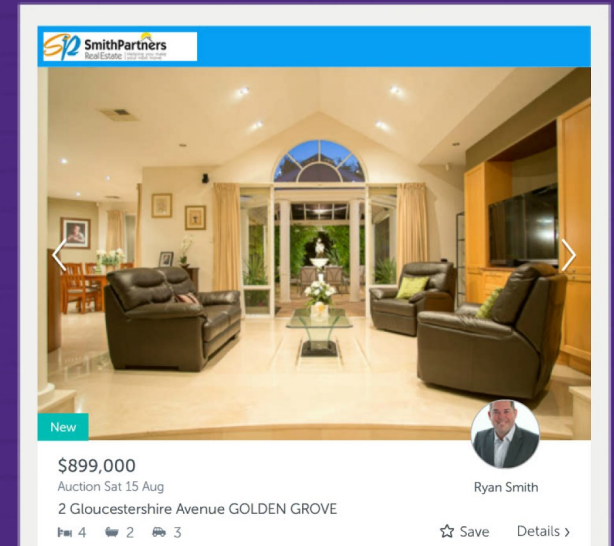
Every 15 days your property rotates to the top so it's seen by new buyers.



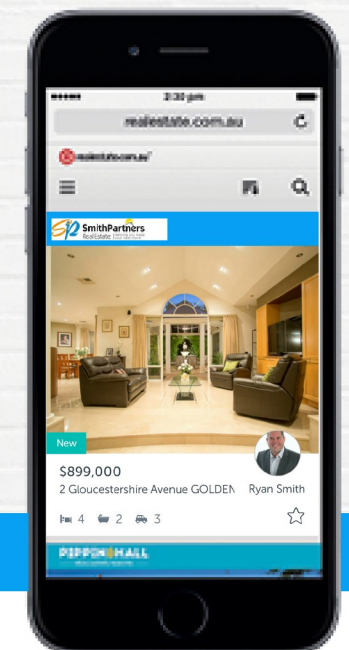
Ryan Smith
0488 013 112



Talk to your Agent about making your property stand out



Get up to
20 times
more views than
a Standard ad²



1. Premiere Properties are ranked based on Advertising Option and list date and show according to your search and sort criteria. 2. REA Internal Data Warehouse. This is an average based on activity on realestate.com.au between 1 October 2014 - 31 December 2014. Our property sample includes suburbs that only had Premiere Property, Highlight Property, Feature Property and Standard ads during the same time period. 3. Residential Consumer Property Seeker Report, January 2015. 4. Nielsen Online Ratings, 3 month average for the period December 2014 through February 2015. Apple, the Apple logo, iPhone and iPad are trademarks of Apple Inc., registered in the U.S. and other countries. App Store is a service mark of Apple Inc. *Listing upgrade prices displayed are current as at time of publication. Prices are reviewed regularly and may change at any time in accordance with realestate.com.au's terms and conditions, available at realestate.com.au/terms. You will be charged the applicable price as at the time of purchase, which may vary from the prices displayed.