

Real Estate



Max Beliak

City Realty Ltd Licensed (REAA 2008)

RayWhite.

For Maximum focus
with Maximum energy
to get Maximum result
Call Max 021400720



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What is Real Estate?

Residential

Commercial

Land

Industrial

Agriculture

Government

Businesses





Investment opportunity

What is a real estate business?

??????????

What people perception about Real Estate Agents



what my friends think I do



what my mom thinks I do



what customers think I do



what I think I do



what society thinks I do



what I really do

Это бизнес, который занимается сделками с недвижимостью с целью получения прибыли.

What is a Real Estate business?

It's a business that engages in real estate transactions for profit.



“C.R.”

“8 Ps”

- ***Product (Property)***
- ***Physical evidence (Quality, Age, Size, Unique)***
- ***Place and Positioning (Location)***
- ***Promotion (Marketing)***
- ***People (Agent)***
- ***Price***
- ***Process (Campaign)***
- ***Final P (profit)***

How Real Estate business makes money?

Most of real estate agents make money through commission like payment made directly to real estate brokers for sale or purchase of property.

A commission is some percentage of the property's selling price and then it is divided into more persons like the broker, buyer's agent, listing agent.

Licensed Real Estate Qualification

- Agent
 - Salesperson
-

Agent

up to 2 year study correspondence
with compulsory 3 years in industry

Salesperson

12 months studying
level 4 NZCA 50 credits



Amsterdam School of Real Estate



Managing Your Real

Managing Your Real Estate Business

There is a number of administrative tasks that are at the core of a well-run real estate business.

A good real estate agent:

- Keeps up with local and regional market activity and industry news.
- Researches active, just listed, pending, and sold listings and reviews the daily Activity Report.
- Completes, submits, and files paperwork, such as real estate documents, agreements, and records of communication with clients and customers.
- Plans and coordinates appointments, open homes, showings, and meetings with clients and other real estate agents.
- Marketing materials for listings and creates fliers, newsletters, and other promotional tools.
- Responds to incoming emails and phone calls.
- Update websites, social media profiles and blogs.



DOCUMENTS AND PAPERWORK

DOCUMENTS AND PAPERWORK

- **Listing Form**
- **AML form**
- **Sale Agreement**
- **Title**
- **Rates**
- **LIM** Land Information Memorandum
- **Rental appraisal**
- **CMA** Comparative Market Analysis
- **Open Home register**
- **Hazards register**
- **Building Report**
- **Meth Test**
- **Tenancy term**
- **Body corp rules and meeting minutes**

- ***Selling***

WHAT IS PROPERTY MARKET DOING NOW?



- ***Buying***

- ***Renting***

- ***Investing***

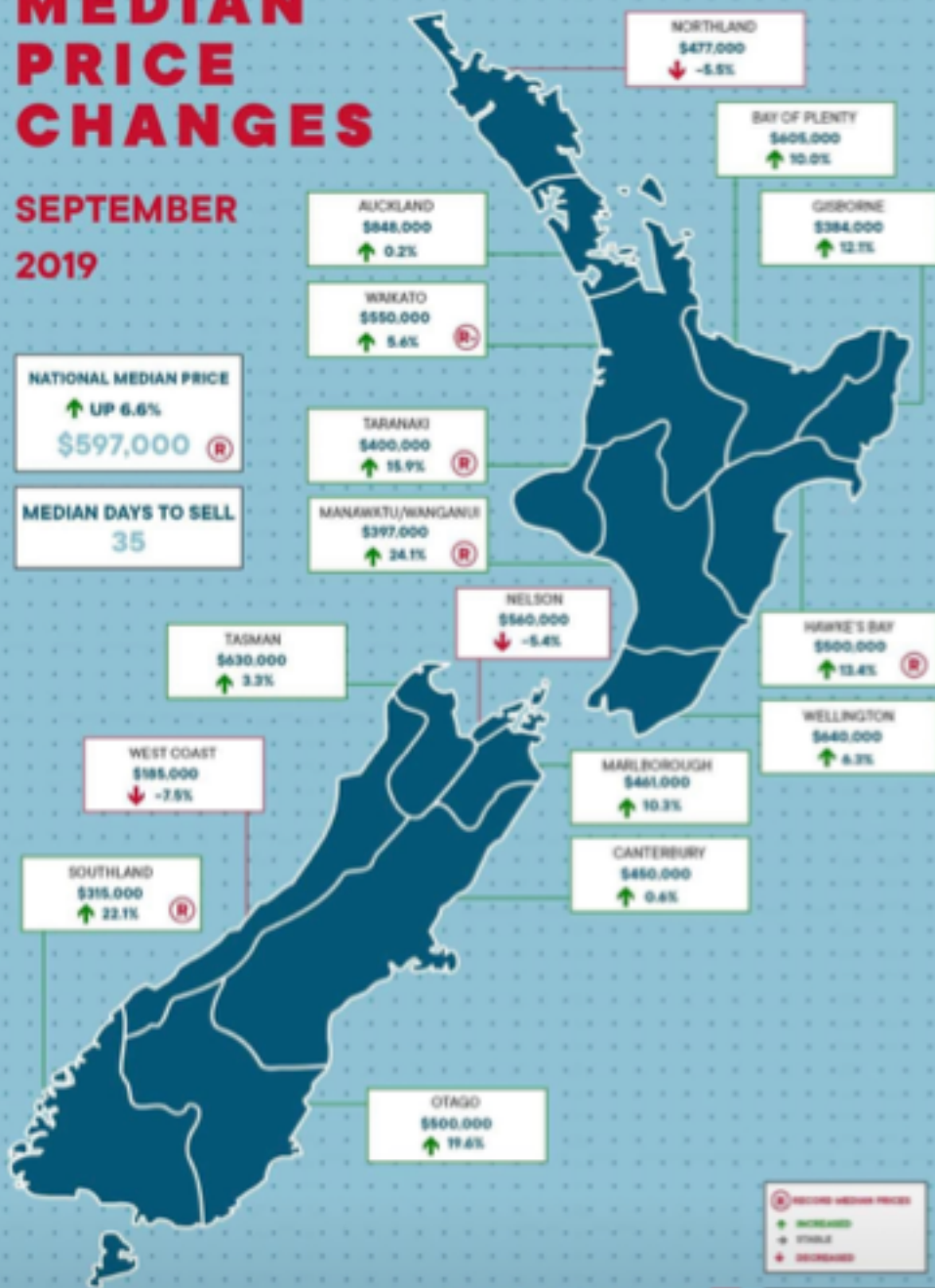


ANNUAL
MEDIAN

MEDIAN PRICE CHANGES

SEPTEMBER 2019

NATIONAL MEDIAN PRICE
 ↑ UP 6.6%
 \$597,000 (R)
 MEDIAN DAYS TO SELL
 35



(R) RECENT MEDIAN PRICES
 ↑ INCREASED
 → STABLE
 ↓ DECREASED

September 2019 statistics
 Released 15 October 2019

REINZ REAL ESTATE NEW ZEALAND

Which report would you like to choose?

REINZ House Price Index

Calculate Results:

Monthly

Save MI Search

Load MI Search



Start typing a Region, Area or Ward

Search

Sep '00 - Sep '19

Category

Bedrooms

Price

Locations 1

Table

Line Chart

Bar Chart

Combo Chart

Table Preferences

More Actions

Toggle Groups:

Ashburton District

New Zealand

New Zealand ex-Auckland

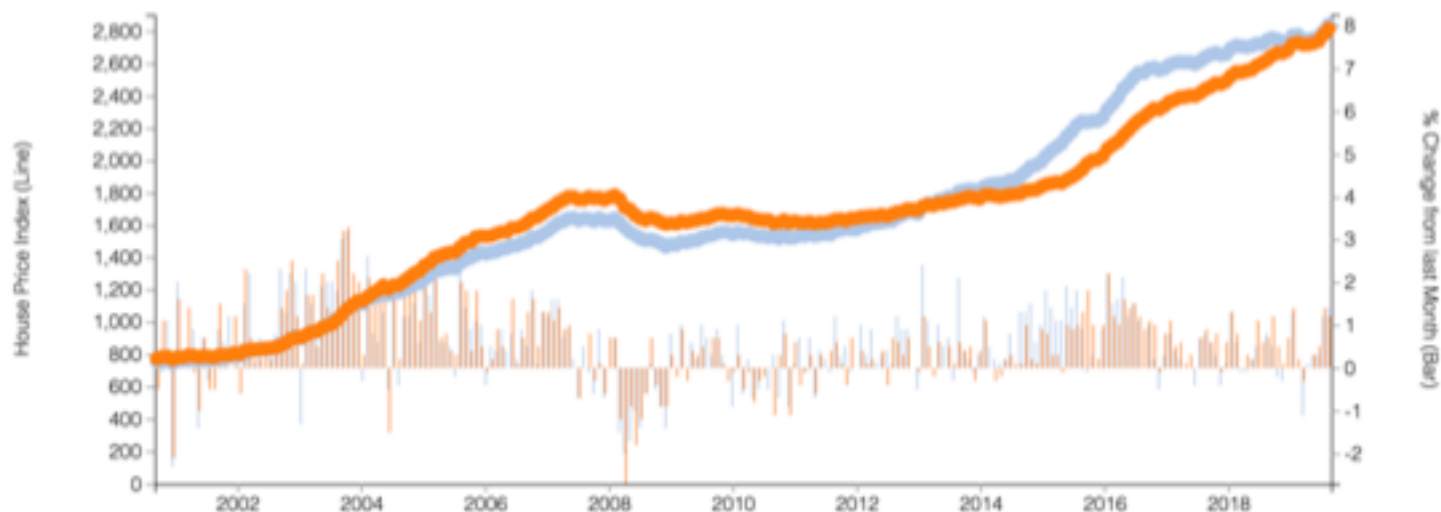
Select Chart Series:

House Price Index

% Change from last Month

Median Sale Price

Median to HPI Difference



Harcourts

Talking Property ?

I can speak Real Estate Language.

Call Max 021400720



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Don't wait to buy real estate,
BUY REAL ESTATE



WAIT

Call Max Now

021400720

to find your property.



Talking Property? I can speak Real Estate Language.

Home Buyers Check List:

Buying your home is an important milestone. When there are multiple parties involved and big

Buy White

Before you sign the Documents

1. Talk to you lawyer

- Check the title
- Obtain provisional finance approval from you bank/broker
- Talk about future plans for prospective property
- Understand if it is a conditional or unconditional offer
- Check chattels
- Discuss any potential difficulties (i.e unit title/cross lease, restrictive covenants etc)
- Discuss whether KiwiSaver funds are to be used

2. Develop a moving budget

3. Decide if you need a LIM and/or Building Report
4. If the property has a tenant, check the agreement
5. Check when deposit is payable (either on acceptance or on unconditional)
6. Sign the Agreement

Who is Responsible?

Purchaser
Buyer's lawyer
Buyer
Buy's Lawyer /Buyer
Buy's Lawyer /Buyer
Buyer

Buy's Lawyer /Buyer

Buyer
Buy's Lawyer /Buyer
Buy's Lawyer
Buyer
Buyer/Sales Consultant

The offer has been accepted, what's next?

Before you sign the Documents

1. You have 10 working days to check the title (if the title had not been checked before signing the agreement.)
2. Confirm finance within Agreement time limits and complete documentation
3. Obtain LIM Report or Building Report (if this is a condition)
4. Check any other conditions in Agreement
5. Satisfy any outstanding conditions
6. Pay deposit
7. Get quotes from a removal company
8. Arrange to sign KiwiSaver First Home Withdrawal documentation

Who is Responsible?

Buy's Lawyer

Buy's Lawyer /Buyer

Buy's Lawyer /Buyer
Buy's Lawyer /Buyer
Buyer
Buy's Lawyer /Buyer
Buyer



Max Beliak

LICENSEE SALESPERSON

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RayWhite.

Thinking of Selling? Call Max!

Give me a call and introduce me to a family member or friend that may be looking at selling their home. If they put their trust in me to market their home and I list and sell it for them I will give you a cheque for \$500.00 as a token of my appreciation.
Please feel free to offer this to any of your friends or family.



Max Beliak

Licensee Salesperson

021 400 720

max.beliak@raywhite.com

City Apartments

City Realty Ltd Licensed (REAA 2008)

Referral Fee - On the successful list and sell, you will receive

this cheque for \$500* as a token of my appreciation.

RayWhite.

PAY Your name

DATE _____

THE SUM OF Five Hundred Dollars

\$500.00

CONTACT _____

*Conditions Apply

Max Beliak

AUTHORISED BY

Questions

**Questions
Questions
Questions**

