



# The **bellbuoy** SALES Group

## **OFFERING SOLUTIONS TO ALL YOUR REALTY NEEDS**

The Bellbuoy Group offers a wide range of services to cater for the professional management of your property, ensuring the best for your investment.

Our Sales Division offers the following core services:

- ✓ Professional advice from qualified agents on real estate practices, regulations and procedures;
- ✓ Provision of a comparative market analysis to determine a realistic marketing price and the development of a pricing strategy that suits your specifications;
- ✓ Tailoring a marketing and advertising schedule for your property and provision of advice on how to gain the most benefit from the presentation of your home;
- ✓ Preparation of promotional brochures and photographs of your property, placement of local media advertisements (where agreed) and ensuring your property is displayed on our website;
- ✓ Sharing of information on your property with colleagues to assist in marketing and the introduction of qualified buyers with the correct profile to the property;
- ✓ Arranging and coordinating mutually suitable viewing times;
- ✓ Providing feedback on the progress of the sale of your property and establishing a professional negotiating platform between buyer and seller;
- ✓ Monitoring the transfer of your property through the presentation of written offers to purchase and the conclusion of a sale; and
- ✓ Sensitivity and care with regard to after sales matters.

Our sales commission is calculated at 5% + VAT (currently 14%) = 5.7%; however, we do offer negotiable rates by mutual agreement. Commission is deducted from the sale price.

**Please contact our Sales Division for any further information.  
e-mail: [realty@bellbuoy.co.za](mailto:realty@bellbuoy.co.za)**

# **[www.bellbuoy.co.za](http://www.bellbuoy.co.za)**