

SUCCESSFUL RESULTS SUCCESSFUL COMPANY

PHOTOGRAPHY **MARK AND TIM**
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May Dunlop and
Jamie Pollock at the
Sotheby's office
in the Charles
Darwin Building.

'It's a great time to buy a home in the Territory,' says Darwin's multi-award winning agent May Dunlop. 'Prices are at an all-time low, interest rates are still low, and the NT Government is offering a variety of incentives, especially for first home buyers.'

Since opening Northern Territory Sotheby's International Realty in June, May and her qualified team have been providing successful results in the local market. 'We've been listing and selling many properties, including multi-million dollar properties,' she continues. 'Our range includes apartments in multi-residential complexes and family homes across all of Darwin, Palmerston and the rural area, plus luxury rural estates.'

The Northern Territory Sotheby's International Realty team specialise in residential sales. They know how to help you get the best price even in a depressed market. 'Properties do sell in this market, and some will sell faster than others,' advises May. 'To make this happen, it is best to take your agent's advice on what the market is

saying about price, review recent sales, and avoid a 'buffer' on the price range. When priced correctly, the property will sell close to the asking price. 'Presentation is a key factor, and de-cluttering and fresh paint always make a significant difference. Marketing is also important. You can't sell a secret. Sellers need to ensure their property is advertised across all mediums so that buyers can find it. When price, presentation and promotion are all done well, the property will sell.' A recent addition to May's team is Jamie Pollock, a sales coach who has managed his own offices. 'With over 32 years sales, marketing and negotiation experience Jamie is a valuable member of the team,' says May. 'Together we

have been selling at least one property each per week. Even in a slow market, our office continues to maintain sales momentum.' Sotheby's International Realty is also part of the oldest premier auction house in the world, Sotheby's Auction House, established in 1744. From the same passion that guides the Auction House, Sotheby's launched Sotheby's International Realty in 1976. Today, they are the world's largest luxury real estate agency with a global network of over 22,000 sales associates, 950 offices in 70 countries.

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