

A man and a woman are in a kitchen. The man, on the left, is wearing a light blue shirt and has a beard. The woman, on the right, is wearing a blue patterned dress and is smiling. They are both looking towards the right side of the frame. The background shows a kitchen counter with a black pan and some ingredients.

*Let us begin the
journey with you.*

**burton
& ryan**
PROPERTY AGENTS

At Burton and Ryan, we understand that no matter what the reason is behind you wanting to sell your home, it usually represents a time of significant change in you and your family's lives.

Our job is to deliver an experience that makes the process as easy and as smooth as possible. Any time of change can be difficult, but it doesn't have to be hard.

What to expect when selling your home...

At Burton & Ryan our primary focus is to understand each of our client's unique position and the motivation behind wanting to buy or sell a property.

Whether it is your first experience in real estate or you're a seasoned property investor, there are a few things to be aware of to ensure a pleasant and smooth experience.



Getting started

Valuing your property

When we meet to discuss your property, we will present you with a full market analysis of both your home and the current market. This analysis will help you to make an informed decision about the value of your home. It outlines the recent sales of similar properties to yours in the area and provides a guide of what we believe you could expect for your property. Most importantly, we work with you to understand your expectations when pricing your property in the market.

At Burton & Ryan, we don't believe in over promising on price to only come back to you later to ask you to reduce it. Once we have an understanding of your expectations for the sale of your home, we will work hard to outperform them and achieve the best price from the market.

Formalising the paperwork

In order for us to list your property, we need to make sure the correct paperwork is in place before we begin. Whether we are your exclusive agent or it's an open listing, this makes sure we all know where we stand.

Making your property shine

Buying and selling property can be an emotional experience for both the buyer and seller. The better your property is presented to buyers, the better the price it will attract.

Presentation is essential to attract potential buyers and help them fall in love with your home. Simple things can make all the difference such as cleaning your home thoroughly inside and out, clearing away any clutter to highlight key areas and fixing any small items.

Our team will work with you to make sure your property really shines. Making a little investment in presentation up front can bring you big returns when it comes time to signing a contract.

Best in show

These days the Internet is where most people start looking for a new home. With so much competition in the market to get the attention of buyers, it's important to make sure your home is presented in its best light possible.

From our photographers, to our distinctive branding and advertising, we will make sure your home achieves 'best in show'.

Let's tell people about it

We want to ensure that we get maximum exposure for your property and attract the attention of every potential buyer in the current marketplace.

Our marketing programs are individually tailored to your budget and aimed at achieving the highest price for your property. Built from the ground up, our marketing campaigns ensure your property, no matter its size or value, is given every possible opportunity to achieve the best possible result.

We get your approval every step of the way so you're both informed and in control of the process.

Getting it right

One of the key elements of our bespoke approach is the method of sale. The method chosen becomes a powerful driver in engaging the right buyers and creating competition.

How you choose to sell your property, be that at auction or a normal sale for example, could have a direct bearing on the price achieved, the time it takes to sell, and the entire selling process.

We work with you to determine the best method of sale for your property: the focus of course being on achieving the best price and outcome possible.

Selling your home

Let's get it listed

Once the marketing campaign for your home has been approved, it's time to go live and get your property on the market.

We understand that for many homeowners, the idea of selling their home can seem quite daunting, so feeling comfortable about the process is extremely important. This can also be a very exciting time for you.

Rest assured however, the Burton & Ryan team are here to support you throughout the whole process.

The real work begins

Now your property is on the market, what happens next? With Burton & Ryan, it means delivering for you a stand-out level of service and a lot of hard work to achieve the most successful possible results.

We are proactive in finding the right buyers for your home, marketing to our database of qualified buyers and making contact with those who are matched to your home.

Our team of enthusiastic agents all support each other to find buyers for our listed properties. We back this up with a proactive schedule of open homes and/or private viewings.

We also have access to a network of buyer agents both locally and interstate ready to help spread the word about your property.

Keeping you in the loop

While your property is on the market with us, we work closely with you throughout the process to ensure we are doing everything possible to sell your home.

We keep you up to date with weekly reports and face-to-face meetings. We also provide you with buyer feedback and interest to make sure you are fully informed at all times throughout the sales campaign.

We understand that knowing how your sale is progressing is the first step in keeping the stress of selling your home to a minimum.

You've got an offer!

How quickly you get an offer can depend on many things: from current market conditions to the uniqueness of your property, and could happen anywhere between 24 hours to a few of weeks. The most important thing is that you are ready.

With Burton & Ryan as your agents, there'll be no surprises. Why? Because we're with you all the way, ready to take care of all negotiations to achieve the best possible outcome for you.

When you receive an offer, or even multiple offers, we are here to guide and mentor you through the process. Remember, our job is to achieve the best possible results for you and make sure things happen as smoothly as possible.

Best laid plans

In a perfect world, selling your home is a straightforward process: you list your home for sale, you get a great offer and you sell.

Unfortunately sometimes things don't always go to plan and can hinder the process. Here are few things to be aware of when selling your home.

No inspections or offers

Don't take it personally. In rare cases like this we'll work with you to discover the cause.

Passed in at auction

Going to Auction can be one of the best ways to achieve competition between buyers and elevate prices.

The Auction process brings a sense of urgency to a campaign and provides a set timeframe to sell your home. All going well, it sells under the hammer and you achieve a fantastic price for your property.

There is always the possibility however that your home gets passed in at the Auction because your reserve isn't met. This doesn't mean that all offers are off the table and we will continue to work with the interested parties post auction to get your home sold.

Potential issues with Building and Pest

Any diligent purchaser will carry out a building and pest inspection on your property. It lets them know any faults or defects with the home they are buying and to address any concerns before final settlement.

If any genuine issues or concerns become apparent from a result of the inspection, it can go either of two ways: the purchaser withdraws from the contract or they will seek compensation to rectify any issues.

In a case like this we will take control of these negotiations to clarify what is and isn't a major concern and work in your best interest to achieve the best outcome. The final decision on negotiations is ultimately up to you, but you can rely on our skilled agents to make the process as stress free as possible.

Settlement is unsettling

The date of settlement requires the alignment of many factors; from the purchaser's finance provider to each party's legal team making sure their calendars are in sync. Very rarely things can go wrong and it can be a stressful time for everyone.

At Burton & Ryan we do everything we can to ensure settlement goes through without a hitch. We aim to stay on top of the process and keep you informed of anything that might hold things up before they become an issue.

The good thing is that if there are any issues they can be resolved quickly. Our advice is to always allow yourself a days grace before moving to make sure you're not caught out.

And just one small thing, it's always a nice idea to have your home professionally cleaned before settlement so it's ready for the buyer to move straight in.





Who are we?

At Burton & Ryan we have always aimed to do things differently and set a new standard in the real estate market.

We have positioned ourselves as a boutique agency: never limited however in our capacity to deliver the highest quality of service to our clients.

Our purpose is to provide an environment for change. We understand that no matter what the reason is behind a client's need to sell their home, it means a significant change in their lives.

We focus on a personal approach to create a positive experience for our clients. We achieve this through striving to understand their unique position and motivations to buy or sell a property.

Our aim is to build relationships that are based on trust and we believe that honesty is the most important foundation for a fruitful, on-going relationship. We don't make promises we can't keep or ultimately unable to deliver on.

At Burton & Ryan, we are a team of enthusiastic professionals and we make it our business to deliver the utmost in service, always striving to achieve the best outcome possible for you.

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