

**RayWhite**

CHAIRMAN'S  
**ELITE**  
PERFORMER 20-21

# Team **Angela Cai**



*Angela Cai*  


Ray White Five AM Realty Limited

# Team Angela Cai



CHAIRMAN'S  
**ELITE**

PERFORMER 20-21

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Please subscribe our Wechat public account for updates and market information by scanning the QR Code

(更多市场资讯, 请扫描二维码关注我们的微信公众号)

## Chairman's Elite Performer 20 - 21 & Marketing Specialist

As an extensive and highly successful Real Estate Salesperson since 2002, Angela brings with her a wealth of real estate knowledge and experience. Her achievements over the years have earned her many awards. This success has continued here at Ray White Pakuranga.

Specializing in marketing and selling residential property, Angela has established a high profile in both Eastern, Southern suburbs and Flat Bush area. She offers marketing expertise and outstanding support to her valued clients and attributes her success to the support of previous clients who both re-list and refer friends and family. She believes the only way to build good business relationships that last is to understand the requirements of each and every party involved. Having the ability to look outside the square to find solutions is something Angela prides herself with.

Angela is fully aware of her responsibility to both buyers and sellers, who are immediately comfortable with her friendly and sincere approach. Highly focused and committed to the challenge of achieving complete satisfaction for her clients, constantly earns her comments on her high level of integrity and the value of her willingness to go beyond the call of duty.

For a top performance and someone who can offer the best marketing advice, call Angela today she will be delighted to hear from you.

### Experience and Recognition

- Alan White Elite Performer 2021 - 2022
- Chairman's Elite Performer 2020 - 2021
- Ray White Elite Performer 2019 - 2020
- Ray White Premier Performer 2019 - 2020
- Ray White Executive 2018 - 2019
- Awarded 10/10 for customer satisfaction in recognition of excellent service to both sellers and buyers
- Raywhite National Premier Member in Sep 2006
- Raywhite National Premier Member in Dec 2005
- Top 2% Raywhite National in Year 2005

### Expertise

- Residential property sales including house, apartment and land
- Exceptional negotiations skills, knowledgeable analysis of property values and market trends
- Expertise in resolving difficult transactions

### Education

- Salesperson in Real Estate, Unitec Institute of Technology
- Bachelor of material science and engineering, Harbin Institute of Technology



**Marilyn Hong Ma**  
Sales Associate  
021 047 4498  
marilyn.hongma@raywhite.com



**Fabio Zhang**  
Sales Associate  
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**Nick Crowley**  
Sales Associate  
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**Aman Dhaliwal**  
Sales Associate  
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aman.dhaliwal@raywhite.com

Your local experts provide global connections and world class marketing to maximize exposure of your property and exceed your expectations.



**KD Singh**  
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**Shirley Xie**  
Sales Associate  
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RayWhite



Auction



## 8 Ko Lane, **Golflands**

2  1  1 

Situated at the heart of east Auckland, this two bedroom single level brick home offers an excellent retirement option, a great investment opportunity or an ideal first home. You would love to see the well designed open plan kitchen, the cosy living and dining room with nice outdoor flow.

### Auction

Wednesday 30 March 2022  
Online (unless sold prior)

### View

Open Homes or By Appointment

### Angela Cai

021 889 058

CHAIRMAN'S  
**ELITE**  
PERFORMER 20-21

### Fabio Zhang

021 297 1495

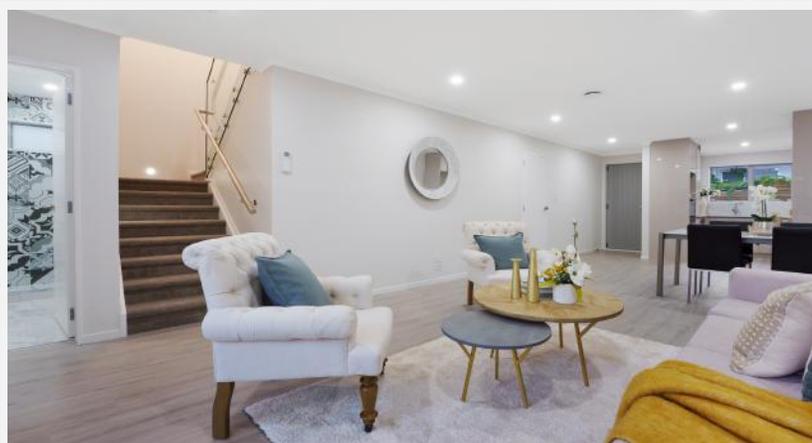
PROUDLY **RAY WHITE**

[rwpakuranga.co.nz/PAK30291](http://rwpakuranga.co.nz/PAK30291)

Five AM Realty Limited Licensed (REAA 2008)



**RayWhite.**



**For Sale**

## Lot 2, 527 Pakuranga Road, **Howick**

4 2 1

Elegantly designed, this brand new and 4 bedroom home is sure to win you over the moment you walk through the door. Perfect for first home buyers, families, or investors alike, the two-storey floor plan is well-considered, allowing for open plan family living and an easy-care lock and leave lifestyle.

**For Sale**  
By Negotiation

**View**  
Open Homes or By Appointment

**Angela Cai**  
021 889 058

**ELITE**  
CHAIRMAN'S  
PERFORMER 20-21

**Sanjiv Kumar**  
021 204 3973

PROUDLY **RAY WHITE**

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**RayWhite**



**For Sale**



## 22 Jade Avenue, Pakuranga

4 2 673m<sup>2</sup>

Eagerly looking for an ideal home in the eastern suburbs? This cosy one with a stunning view of Pakuranga Heights ticks all the boxes, and is now looking for the next owner. The current owners have done most of the high quality renovation works for the house over the past few months, and no small feature has been overlooked.

**For Sale**  
By Negotiation

**View**  
By Appointment

**Angela Cai**  
021 889 058

**ELITE**  
CHAIRMAN'S  
PERFORMER 20-21

**Fabio Zhang**  
021 297 1495

PROUDLY **RAY WHITE**

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**RayWhite**



**For Sale**

## Lot 27A/55 Murphys Park Drive, Flat Bush

4 3 1

Be quick to secure this brand new freehold duplex corner section home, it has all of the attributes required for easy living and is positioned on a corner section. Suitable for family home buyers or investors.

**For Sale**  
By Negotiation

**View**  
Open Homes or By Appointment

**Angela Cai**  
021 889 058

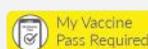
**CHAIRMAN'S  
ELITE**  
PERFORMER 20-21

**Fabio Zhang**  
021 297 1495

PROUDLY **RAY WHITE**

[rwpakuranga.co.nz/PAK30312](http://rwpakuranga.co.nz/PAK30312)

Five AM Realty Limited Licensed (REAA 2008)



The RayWhite logo is displayed in a bold, black, sans-serif font on a bright yellow rectangular background in the top right corner of the main image.

1/20 Dale Crescent, **Pakuranga**

2  1  291m<sup>2</sup> 

### This Is Freehold Not Crosslease

This contemporary brick and tile beauty will sure be attractive to first time home hunters, investors, retirees or those downsizing. Features include modern kitchen with genuine granite benchtop; new concrete driveway, heat pump, DVS, sunroom, large sunny decks and fully fenced backyard for kids and pets to play safely .

### For Sale

By Negotiation

### Angela Cai

021 889 058

### View

Open Homes or By Appointment

**ELITE**  
CHAIRMAN'S  
PERFORMER 20-21

**Marilyn HongMa**

021 047 4498

PROUDLY **RAY WHITE**  
**rwpakuranga.co.nz/PAK30184**

Five AM Realty Limited Licensed (REAA 2008)



423 & 425 Bucklands Beach Road

**RayWhite**

425

423

Boundary lines are indicative only



**For Sale**

425 Bucklands Beach Road



423 Bucklands Beach Road

## 423 & 425 Bucklands Beach Road, **Bucklands Beach**

6 2

Buy One or Both.

A high profile, premium location on Bucklands Beach Rd, consists of Two Freehold properties. These properties will be offered for sale together as one to maximise the potential development or can be sold individually - in this mixed housing urban zone.

*Combined total 1,541m<sup>2</sup> of land (approx).*

**For Sale**

By Negotiation

**View**

By Appointment

**Angela Cai**

021 889 058

**ELITE**  
CHAIRMAN'S  
PERFORMER 20-21

**Nick Crowley**

022 024 4681

PROUDLY **RAY WHITE**  
[rwpakuranga.co.nz/PAK30169](http://rwpakuranga.co.nz/PAK30169)

Five AM Realty Limited Licensed (REAA 2008)

## Why Angela and Her Team ? We are here to help you making Dreams Come True.

### "Right choice: Team Angela Cai

We were so fortunate to have asked Angela Cai as our sole agent when we decided to sell our current property. Angela and her team helped us find the right house for the right price. Mean time start listing our current house. She made the process incredibly easy and took extra steps many other agents don't-giving us staging tips, having professional photographs taken etc. Totally 4 weeks open home, the communication between us was all the time and we have got good feedback and advice. In general, Angela and her team were always on our side working to make our house purchasing and selling as simple and successful as possible. We would recommend her to anyone.

**Jenny Hui Zai and Chris Arrowsmith-Vendor**

### I have met Angela at the house that I have plan to buy, she was very helpful and professional.

She did act very professional with lot's of knowledge regarding market and my need also made every thing as easy as possible that I felt no need to go to any other agent to looking for a house therefore end up to buy house that I wanted by her thank you so much Angela. Verified by RateMyAgent

**Russell Gharad (Buyer)**

Angela Cai found a very nice house for us in Flat Bush and I signed listing with her to sell our existing house in Cockle Bay. Selling a family home is an emotional journey that requires expert advice and accurate feedback. Angela did an excellent job in making this journey a stress-free. She is honest in providing market feedback and was always approachable, friendly and working hard. Her attention to details and desire to get the best price possible was remarkable and we would recommend her to other families without hesitation. Thank you Angela.

**Richard Ho-Vendor & Buyer**

### Extraordinary fighters at Auction

We had appraisals from several different agents but Angela and Marilyn stood out. They were easy to talk to, determined, experienced and had lots of contacts. We received regular updates and they persisted anyone interested in our house. At auction, we only had 1 bidder and they got us an amazing top price by using the Ray White vendor bidding system. Angela and Marilyn fought really hard for us at auction. We highly recommend Angela's team. Fa'afetai tele lava.

**Lina & Frank (Vendor)**

I knew Angela Cai many years ago, she brings a nice balance of professionalism, honesty and enthusiasm to sell my house. She is very successful at what she does and I have absolutely no doubt that Angela Cai will continue be successful, this has been proved on March 2014. Angela proposed a month of advertising followed by an auction, and sold our property on the Auction day with an excellent price. Well done Angela.

**Kiris Hu-Vendor**

### Organised, professional, friendly

Angela has been a pleasure to meet and work with on the purchase of our house. She is very organised and professional, going out of her way to make things happen smoothly, quickly and efficiently. Both Angela and Marilyn made the whole process, from the moment of first viewing the house through to purchase and settlement, a real pleasure. We highly recommend them both!

**Andrea and Matthew - Buyer**

When I was ready to put my house on the market, it took me a while to think about which agency and sales person I should choose. A friend recommended Angela Cai. She sold my house in two weeks time at a very good price! She offers marketing expertise and outstanding work! She understands the requirements of each and every party involved and has the ability to look outside the square to find solutions. She is fully aware of her responsibility to both buyers and me. Highly focused and committed to the challenge of achieving complete satisfaction for both buyers and me. Constantly earns her comments on her high level of integrity and the value of her willingness to go beyond the call of duty. Highly recommended.

**Daniel Shen-Vendor**

### Excellent with a result and service.

We had more than 5 very experienced, record breaking sales agents approach us to list our property and our decision to list with Angela was well considered and thought out. Team Angela stood out from other agents for a number a reasons. 1. The years of experience and knowledge within the team. 2. Marketing strategies. 3. The diverse team members enable broader connections to buyers. 4. Hard work ethic 5. Genuine and overall good rapport. Overall our experience was excellent. Communication was good and we were keep informed along the way. We appreciated the realistic expectations set at the outset so we knew exactly where things stood.

Ultimately Team Angela delivered!!! We got an amazing auction result, well above expectation. - Verified by RateMyAgent

**Lou Macmoore Galiki and Yahnina Maria Hutchings - Vendor**





ALAN WHITE  
**ELITE**  
PERFORMER 21-22

AWARDED TO

**Angela Cai**

In recognition of your outstanding achievement for sales performance for 2021/22 financial year. As an Alan White Elite, your name will be immortalised in the historic Shed at Crows Nest.



Brian White  
Chairman  
Ray White Group

Dan White  
Managing Director  
Ray White Group



CHAIRMAN'S  
**ELITE**  
PERFORMER 20-21

AWARDED TO

**Angela Cai**

**Pakuranga**

In recognition of your exceptional achievement for sales performance for 2020/21 financial year. As a Chairman's Elite, your name will be immortalised in the historic Shed at Crows Nest.



Brian White  
Chairman  
Ray White Group

Dan White  
Managing Director  
Ray White Group

### Want to sell your property?

With no hesitation, Angela Cai is your solution. Her experience and professionalism will give you a peace in mind and your family will be celebrating the successful sales at the end of the day. Do you want to sell your property? I strongly recommend Angela Cai!

**Hojin Choi and Mijoo Kim (Vendor)**

### Excellent experience

Many thanks for Angela and Marilyn. With their help, we happily got our dream house. All information provided are very useful for us. Verified by RateMyAgent

**Jiaojiao Li and Chuanjia Wang (Buyer)**

### Amazing, professional service

Angela and her team was so fantastic to work with to sell our home. She was professional, kept in touch regularly with updates; her knowledge of the market was spot on. We would absolutely recommend Angela to sell your home - she is outstanding.

Verified by RateMyAgent

**Zaid Tuhafy (Vendor)**

"She is really good agent Angela is nice and friendly. And I got good price for selling My property. Thanks

Verified by RateMyAgent"

**Jinhui Liu and Meifang Ma (Vendor)**

"Excellent service Angela guided me through in a very professional manner to buy my first home. I would say she provided me the excellent service. I would recommend if anybody is looking a property then please contact Angela."

**Karan Deep Singh**

### Highly recommended A+++ service

I just want to thank Team Angela Cai for helping us find our dream home. We had a very good experience and special mention to Joethy who was very professional, helpful, clear and polite and made the process of first home buying so much easier than we ever could imagine. Overall experience was awesome.

I wouldn't hesitate to recommend Joethy and Team Angela Cai. Thank you from very excited and happy first home buyers.

**Kaustubh Suhas Deo (Buyer)**

### Angela Cai - Highly recommended to all!

Angela is incredibly knowledgeable, professional, and works very hard to not only sell your property, but bring you the best price possible. She does it all with determination and a smile which is so important during the selling process. Our family are so grateful to her, and her team as we can now move on to a new chapter in our lives.

**Rachel Holder (Vendor)**



AWARDED TO

Angela Cai  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Ying Guo  
Residential - Vendor  
72 Compass Point Way Half Moon Bay

March 2022

Dan White  
Managing Director

Brian White AO  
Chairman



AWARDED TO

Angela Cai  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Philip Folwell  
Residential - Vendor  
427 Bucklands Beach Road Bucklands Beach

February 2022

Dan White  
Managing Director

Brian White AO  
Chairman



AWARDED TO

Marilyn HongMa  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Ying Guo  
Residential - Vendor  
72 Compass Point Way Half Moon Bay

March 2022

Dan White  
Managing Director

Brian White AO  
Chairman



AWARDED TO

Angela Cai  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Wendy  
Residential - Vendor  
5A Hemsway Place, Sunnyhills, Auckland

June 2021

Dan White  
Director

Brian White  
Chairman



AWARDED TO

Marilyn HongMa  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Wendy  
Residential - Vendor  
5A Hemsway Place, Sunnyhills, Auckland

June 2021

Dan White  
Director

Brian White  
Chairman



AWARDED TO

Angela Cai  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Frank  
Residential - Vendor  
47 Caspar Road, Papatoetoe, Auckland

May 2021

Dan White  
Director

Brian White  
Chairman



AWARDED TO

Angela Cai  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Yanbin  
Residential - Vendor  
283 Harbourside Drive, Karaka, Auckland

May 2021

Dan White  
Director

Brian White  
Chairman



AWARDED TO

Angela Cai  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Jian Ying  
Residential - Vendor  
155 Ireland Road, Mount Wellington, Auckland

February 2021

Dan White  
Director

Brian White  
Chairman



AWARDED TO

Marilyn HongMa  
Ray White Pakuranga

Your customer service has been rated

10/10

by

Frank  
Residential - Vendor  
47 Caspar Road, Papatoetoe, Auckland

May 2021

Dan White  
Director

Brian White  
Chairman

## Statement of passing over information

This information has been supplied by the vendor or the vendor's agents.

Accordingly Mountfort Estate Agents Ltd is merely passing over the information as supplied to us by the vendor or the vendor's agents. All intending purchasers are advised to conduct their own due diligence investigation into the same. To the maximum extent permitted by law Mountfort Estate Agents Ltd do not accept any responsibility to any person for the accuracy of the information herein.

We recommend that buyers seek legal advice and any other technical or other advice or information.

## Important—please read

### Building inspection report

We always advise buyers to obtain their own building inspection report and advice for dwellings, and particularly for those built between the years 1990 and 2004, regardless of construction type.

Please refer to the Particulars and Conditions of Sale of Real Estate by Auction, and in particular clauses numbered from 20.0 onwards.

### Structural integrity, watertightness, fitness for purpose

On inspection prior to bidding, buyers will need to recognise construction aspects of a dwelling, and recognise aspects such as plaster / monolithic cladding.

Plaster cladding in recent times has been the subject of discussion and comment, therefore all potential buyers will be required to obtain their own building report and independent advice prior to bidding.

Should the bidder not obtain their own specialist advice having been instructed prior by the agent, they are deemed to have satisfied themselves on all aspects of the property and are therefore bidding in reliance on their own judgment.

## Preliminary Interest

### Registering your interest

On inspecting this property, any preliminary interest should immediately be registered with the listing agent so that you can be given all relevant information on the property, and should an offer be received for the vendors' consideration prior to auction day, then you will be given the opportunity to equally make an offer for the vendors' consideration. If you do not register your interest, it is possible that the listing agent may not have all the information to be able to contact you should the property sell prior to auction.

## Auction buyers' guide

### The document you will sign

You will note that the document you will sign—the Particulars and Conditions of Sale of Real Estate by Auction—differs from the Agreement for Sale of Purchase of Real Estate in two distinct points.

Clause 8.2 – “The Purchaser is deemed to have accepted the vendor's title to the property and the purchaser may not make any requisitions or objections as to title”. You will note the clause in the document under Further Terms of Sale - “The purchasers acknowledge they have been advised that any interests noted on the search copy of the title to the property whether by way of covenant easement caveat or memorial or otherwise should be referred to a lawyer or an expert trained in law and experienced in property law, for independent advice, prior to bidding on or buying the property”.

Further Terms of Sale—there is no provision to include clauses in the Further Terms of Sale which provide for the contract to be conditional upon finance, Builder's Report, LIM etc.

You should therefore seek qualified advice and satisfy yourself as to all aspects of the property and legal advice relating to the Particulars and Conditions of Sale of Real Estate by Auction.

You will note that the document that you sign as the buyer of the property is a totally unconditional contract.

You will also note that the Particulars and Conditions of Sale of Real Estate by Auction includes 2.1:

“The property will be sold subject to a reserve price”, and 2.5 that provides for the Auctioneer to bid for the Vendor—declaring that bid as a “Vendor bid”.

## Buying prior to auction

1. All pre-auction offers must be unconditional. An accompanying authorised person in conjunction with the Auctioneer must be involved in the presentation of the offer to the Vendor.
2. Mountfort Estate Agents Limited Licensed (REAA2008) (trading as Ray White), recommend that Purchasers seek legal advice before signing this Pre-Auction offer document.
3. The offer is prepared on the Particulars and Conditions of Sale of Real Estate by Auction (Fourth Edition 2012 (6)), with the following time clause added as a special condition:  
If the Vendor communicates to the Purchaser, in terms of Clause 6 of the Pre-Auction Offer document, that the offer is at an acceptable level then the Purchaser shall not be free to withdraw their offer before 8pm three working days from the date of such communication or from such other date as determined by the Auctioneer under Clause 7 of the Pre-Auction Offer document, acting reasonably.
4. The offer is presented to the Vendor for consideration with a deposit of 10% of the purchase price or such other deposit as the Vendor has approved.
5. If the offer is not an acceptable level no counter offer is made, it is merely communicated to the Purchaser that at this stage the offer was not at a level that would stop the auction. The deposit is returned.
6. If the offer is at an acceptable level, all other interested parties are then contacted and told that an unconditional offer to purchase the property has been received and will be accepted by the Vendors unless a better offer is received. They should then be informed of the time, place and manner for the opportunity to make their better offer.
7. The auction date and time will be brought forward, with the Auctioneer determining the date and time of the auction after considering all aspects of fairness to all interested parties;
  - a) the date and time to be conveyed to both parties and agreed to by both parties which may differ from time and dates referred to in Clause 3 of the Pre-Auction Offer document, or;
  - b) If, for any extraordinary reason, an auction cannot be conducted all offers will be presented as multi-offers.
8. At Auction the opening bid announced will be the offer already made.

## Doing your homework

### LIM information

Researching your own information as to all aspects of the property is so important so that you have confidence in the specialist you engage, and therefore, the information supplied to you.

Some important points to note:

- Issue of permits and confirmation of final inspection
- Floor plan—any alterations to floor plan as inspected
- Any external factors (future plans) that will affect the property

The Auckland Council Customer Centre can assist you with your property enquiry. Copies of documents relating to properties which may be held in Council archives, include:

1. Plans and other documents submitted with applications for Building or Resource Consent
2. Documents recording Council's administration of those consent applications.

If you require assistance on how to rectify an Identified Planning or Building issue (e.g. building being carried out with no consent), then you can ask to be referred to a member of the professional advice team. Information concerning any details should be addressed to the Auckland Council Building and Resource Consent Customer Enquiries at their offices at Kotuku House in Manukau.

### Dwelling integrity

There are home inspection companies available to inspect the dwelling and give you advice on the structural integrity and other aspects of the dwelling—or you may know a qualified building inspector who you would have confidence in, to advise you.

We do not recommend any specific home inspector as their services should be completely independent for you to engage.

## How can I buy this home?

### Some answers to commonly asked questions about auctions

#### What is a real estate auction?

Auction is a form of marketing a property through intensive advertising mediums designed to capture the maximum attention of buyers within a set timeframe. The process is a means of purchasing real estate through public negotiations to determine the true market value of the property.

#### What is the reserve price?

The reserve price is usually set on the day of the auction by the vendor and remains confidential at all times. The reserve is generally established by the vendor taking into account the comments and price indications from potential buyers.

#### How do I bid at auction?

Simply attract the attention of the auctioneer by putting up your hand, by calling out, or nodding your head when you catch the auctioneer's eye. The auctioneer usually nominates the amount of the bid he is looking for. If you are the successful bidder, you will be asked to pay the deposit and sign the contract immediately after the auction.

#### Can I buy before auction?

Yes, depending on the instructions from the vendor. You simply submit your offer to the agent on the "Sale of Real Estate by Auction" form. The real estate company will also ensure that other interested potential buyers have an equal opportunity to submit their offer. If the price is sufficiently agreeable to the vendor, then the contract is completed and the property is sold before auction.

#### I can't buy at auction because I have to get finance.

That's OK. Your real estate company can refer you to a mortgage broker or you can organise finance through your bank or building society. Mortgage finance can be arranged at relatively short notice subject to the efficiency of the information that you can supply to a bank or finance company.

#### I want to buy it, but I have a house to sell.

There are two answers. If you are in a sound financial position you may organise a bridging loan. The other way is to buy on a longer settlement date, giving you time to sell and to settle your house. Discuss the marketing of your present home with your real estate agent as there may be buyers on their database that may suit your home allowing you to effect a sale in quick time.

#### What price do I have to pay to buy the property?

This is the price you are prepared to pay. Other people will perceive different amounts. Generally, your price will be established by what property has sold for around the area and also the particular features that the home offers you.

#### What if the house doesn't sell?

If the reserve price is not reached, the Auctioneer will indicate clearly if the property will be 'passed in' for immediate negotiation with all interested buyers.

#### What contract do we sign and what are the standard conditions?

The contract is the standard REINZ contract. This contract is on display at the auction. The usual conditions for purchase at auction are:

1. 10% of the purchase price paid at deposit: either by cash bank cheque, or personal cheque
2. Settlement date is usually 30–90 days from the signing of the contract or as nominated by the auctioneer.

**Your Ray White real estate salesperson is specially trained to assist you if you have any questions or if you require further information about auctions.**

# Things To Do Before Selling A Property

## 1. Find a great real estate agent

According to the Real Estate Institute (REINZ), the body that represents the industry, Homeowners who use a real estate agent to sell their house can expect to sell for an average of 15% to 30% more than those who sell their house privately. In most of cases, a "for sale privately" transaction is almost always a disaster that leading you to sacrifice both money and time. That's why a great real estate agent is one of the most important things to do before selling your property.

A knowledgeable and experience real estate sales team, like Team Angela Cai, will give you a real picture about your property, planning a marketing

## 2. Do your homework

Whether you decide to sell your property and what you do next may depend on how much money you could get if you sell. Finding out how much your property is worth in the current market is a good place to start. You can estimate your property value from the following factors.

### RV - Rateable Value

RV is the value set by the local authority or council in order to determine rates for a property. The RV is also known as the capital value (CV) or the government valuation (GV) in New Zealand

### Nearby sales

Find out how much the properties sold near by your address with the similarities compare to your property, such as zoning, land size, floor size, number of rooms etc.

### Property Valuation

Have a property valuation report from a registered valuer or from online such as [www.qv.co.nz](http://www.qv.co.nz), [www.oneroof.co.nz](http://www.oneroof.co.nz) and [www.homes.co.nz](http://www.homes.co.nz) etc.

### Current Market Appraisal

Get a current market appraisal from your local real estate agent whom you trust with.

## 3. Fixed Unconsented Works

Unconsented work can immediately reduce the potential buyer pool, as it affects access to finance. There may be buyers, but their offers might be low-ball. That's why it's important to address it early on and get the consent sorted out.

## 4. Consider what to do to get the best price

### Repairs and renovations

Fix any loose handles, repaint walls to neutral tones, touch up any scuff marks, wash the exterior especially to make sure the windows and gutters are clean and upgrade lightings

### Conduct a smell test

Smell may cause by pets or lingering odors from your kitchen. If the smells are pervasive, prepare to do some deep cleaning.

## Declutter and clean

Clean all those surfaces you don't normally bother with like the top of the range hood, inside your pantry, behind toilets, in high corners where the cobwebs live and inside wardrobes. Wash curtains if required, or have them dry-cleaned – buyers love looking behind curtains to see if they can find spots of mould (and owners always forget to look there first).

## Stage the house by a professional

If the property is empty, invest in the services of a home staging company to present your property at its absolute best. With nicely presented, well-placed furniture buyers find it easier to picture themselves living in your home. That means they are more likely to develop an emotional connection to your property which will have a positive impact on the price they are prepared to pay. Empty houses feel cold and unwelcoming. If staging your home gets you just 1 extra offer, that added competition should help you recoup your investment and a whole lot more.

## Having an open home

Open homes are one of the most effective ways of marketing a property and attracting interest from a wide variety of buyers. It offer buyers a comfortable, non-threatening chance to establish how they feel about your property and meet the agent. The agent will have the opportunity to talk to the potential buyers and get the marketing feedback from them. A confident, reassuring agent will put buyers at ease and can be a lot of help.

## Depersonalize your space

Remove any distractions, such as personal items and family photos, as well as bold artwork and furniture that might make the home less appealing to the buyers, so the buyers can visualize themselves and their family living in the property. The goal is to create a blank canvas on which buyers can project their own visions of living there, and loving it.

## Hide valuables

From art to jewelry, keep your treasures out of sight, either locked up or stored off-site. You can't trust everyone who comes into your house. Sometimes things disappear during an open home. Take care to hide your valuables or move them to a safe space from your home.

## Gardening

Present your garden to appear as low maintenance as possible. The well maintained section will give buyers confidence that you have taken care of your property.

1. Clean and tidy
2. Trees and hedges are not coming into contact with the house itself.
3. Paths are clear from overhanging branches of leaves and above all, and trim anything that is blocking the sun.

# Things To Do Before Purchasing A Property

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## Consider viewing or requesting specialist reports

### 1. LIM report

When purchasing a property it is common practice to purchase a LIM Report (Land Information Memorandum) from your local council. A LIM provides information on special land features or characteristics ( e.g. erosion, hazardous substances), storm water and sewerage, rates owing on the land, title, future plans about the area ( e.g. zoning, building heights), builders' certificates issued, use to which the land may be put and any other information the local council considers to be important.

### 2. Valuations

A valuation report on a property is recommended as the CV (current valuation) may not provide a true market price for the property. These can be obtained from independent registered Valuers.

### 3. Builders and engineers' reports

Registered builders and engineers can give a report on a property which helps confirm the house is in sound condition and not likely to be subject to any structural problems. Your salesperson will have a list of two or three service providers that can help you in this regard.

## Confirming your finances

You'll need to know how much you can spend before you make an offer on a property. Getting pre-approval from your bank or lending Provider will allow you to act fast when you find a home you want to buy. If you've arranged a conditional pre-approved home loan with a bank or another lender and you've found a home to buy, you'll need to confirm the loan before your offer goes unconditional.

## Find a Solicitor

Finding the right lawyer is an important part of the buying and selling process. Your salesperson can assist you in finding the right solicitor if you don't have one already.

## Buyers Guide to Sale and Negotiation

Properties on the market with an asking price, or "by negotiation" with no fixed asking figure, invite purchasers who have inspected the property to put forward an offer.

There are two types of offers - conditional, where one or more conditions to be met within a specified period (e.g. subject to a building inspection) and unconditional, where there are no conditions that need to be met. The offer needs to be signed by the purchaser and is usually accompanied by a 10% deposit cheque.

The offer is then presented to the vendor for their consideration. If the offer is at an acceptable level, the vendor will sign as acceptance and the sale is concluded. If it is not at an acceptable level, the offer may be counter-signed by the vendor and sent back to the purchaser for their consideration. This may happen several times until the price and conditions are satisfactory to both parties and a sale is concluded. At this point, the Sale and Purchase Agreement is dated, and the agreements are forwarded to both the vendor's and the purchaser's solicitors.

# Recent Sold Properties ( 1000+ properties had been sold by Angela Cai since 2002)



**SOLD**

427 Bucklands Beach 3 3 2 2 2  
 Road, Bucklands Beach  
[www.rwpakuranga.co.nz/PAK30167](http://www.rwpakuranga.co.nz/PAK30167)



**SOLD**

429 Bucklands Beach 3 3 1 1 1  
 Road, Bucklands Beach  
[www.rwpakuranga.co.nz/PAK30168](http://www.rwpakuranga.co.nz/PAK30168)



**SOLD**

4 Conti Drive 5 5 3 2 2  
 Flat Bush  
[www.rwpakuranga.co.nz/PAK30157](http://www.rwpakuranga.co.nz/PAK30157)



**SOLD**

1A Trenwith Street 5 5 3 2 2  
 Otahuhu  
[www.rwpakuranga.co.nz/PAK30119](http://www.rwpakuranga.co.nz/PAK30119)



**SOLD**

1/22 La Perouse St 2 2 1 2 2  
 Botany Downs  
[www.rwpakuranga.co.nz/PAK30167](http://www.rwpakuranga.co.nz/PAK30167)



**SOLD**

35 Eugenia Rise 4 4 2 2 2  
 Totara Heights  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

11 Ilex Place 3 3 3 3  
 Totara Heights  
[www.rwpakuranga.co.nz/PAK30090](http://www.rwpakuranga.co.nz/PAK30090)



**SOLD**

13 Corrofin Drive 4 4 2 2 2  
 Dannemora  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

1A Trenwith Street 5 5 3 2 2  
 Otahuhu  
[www.rwpakuranga.co.nz/PAK30119](http://www.rwpakuranga.co.nz/PAK30119)



**SOLD**

13 Corrofin Drive 4 4 2 2 2  
 Dannemora  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

316/43 Edwin Street 1 1 1 1  
 Mount Eden  
[www.rwpakuranga.co.nz/PAK30004](http://www.rwpakuranga.co.nz/PAK30004)



**SOLD**

1/19 Laurie Avenue 2 2 1 1 1  
 Papakura  
[www.rwpakuranga.co.nz/PAK30025](http://www.rwpakuranga.co.nz/PAK30025)



**SOLD**

20 Goodwin Drive 3 3 1 2 2  
 Rosehill  
[www.rwpakuranga.co.nz/PAK30119](http://www.rwpakuranga.co.nz/PAK30119)



**SOLD**

72 Maplesden Drive 3 3 1 1 1  
 Clendon Park  
[www.rwpakuranga.co.nz/PAK30000](http://www.rwpakuranga.co.nz/PAK30000)



**SOLD**

213 Burswood Drive 3 3 1 2 2  
 East Tamak  
[www.rwpakuranga.co.nz/PAK30034](http://www.rwpakuranga.co.nz/PAK30034)



**SOLD**

23 Parramatta Place 3 3 2 2 2  
 Botany Downs  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

15A Goodwin Drive 3 3 2 2  
 Papakura  
[www.rwpakuranga.co.nz/PAK22290](http://www.rwpakuranga.co.nz/PAK22290)



**SOLD**

6 Tomuri Place 4 4 1 2 2  
 Mount Wellington  
[www.rwpakuranga.co.nz/PAK22309](http://www.rwpakuranga.co.nz/PAK22309)



**SOLD**

5 Annalong Road 5 5 2 3 3  
 Dannemora  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

22 Dungarvon Place 3 3 1 1 1  
 Clendon Park  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

107 Mt Wellington 3 3 1 1 1  
 Highway, Mount Wellington  
[www.rwpakuranga.co.nz](http://www.rwpakuranga.co.nz)



**SOLD**

1/3 Sparrow Place 3 3 1 1  
 Weymouth  
[www.rwpakuranga.co.nz/PAK30119](http://www.rwpakuranga.co.nz/PAK30119)



**By Negotiation**

72 Compass Point 5 5 3 2 2  
 Way, Half Moon Bay  
[www.rwpakuranga.co.nz/PAKPAK30185](http://www.rwpakuranga.co.nz/PAKPAK30185)



**SOLD**

3 Bushpark Place 4 4 2 2 2  
 Flat Bush  
[www.rwpakuranga.co.nz/PAK30155](http://www.rwpakuranga.co.nz/PAK30155)

## Disclaimer

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The information provided has been obtained on behalf of our client, and is made available in good faith for marketing purposes only.

It is recommended that all prospective purchasers make their own enquiries and perform any due diligence they feel is necessary prior to making a buying or selling decision.



## Our recommendation

**W**e are conscious that to maximise price this property will need to be exposed to the widest possible buying audience.

For such a property we would always recommend that vendors carefully consider the advantages of selling without a price, particularly for the first two to three week period.

We can outline more fully in discussions with you, marketing and selling strategy options if your choice is to sell without a price.

If your preference is to sell with a price, then we will be pleased to market the property at your price and review buyer reaction with you during the first vital two weeks.



Please subscribe our Wechat public account for updates and market information by scanning the QR Code

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Your local experts provide global connections and world class marketing to maximize exposure of your property and exceed your expectations.

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[www.angelacai.co.nz](http://www.angelacai.co.nz)

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