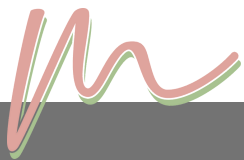




# MATTER PROPERTY

RESIDENTIAL SALES | PROPERTY MANAGEMENT

## THE EASE OF STRESS FREE SELLING



Sit back, relax and let us take care of everything.

Matter Property is a client-focused team of real estate professionals who bring together a wealth of experience, and a passion and enthusiasm for all things property related, to help you achieve all your real estate dreams.

Whether that be buying, selling, renting, or property management our team is here to guide you throughout your real estate journey with real world advice, practical support, and exemplary service.

Let us take care of the details, so you don't have to.

# LOOKING FOR A FRESH START? A NEW ADVENTURE OR A CHANGE OF SCENE? NEED TO SELL YOUR HOME OR INVESTMENT FIRST?

The benefits of placing your most important asset or beloved home in the hands of the Matter Property team are many and include...

- An experienced sales team that works in your best interests
- An innovative team that employs the latest technology to best showcase your property to the widest possible audience
- Affordable and effective property advertising to ensure maximum marketing exposure; online, in-print and on social media
- A knowledgeable and supportive team to assist you throughout your whole sale journey, from signing the appointment of agent documents all the way through to settlement and everything in between
- Prompt and regular communication so you are fully involved in the sales process, so you can sit back, relax and let us take care of your property



What are you waiting for?  
Contact us today and start the journey to getting your property  
sold (07) 4743 5911 or [admin@matterproperty.homes](mailto:admin@matterproperty.homes)

# OUR MISSION

To achieve the successful settled sale of your property, whilst providing professional, knowledgeable and caring service to support you through the entire sales process.

## OUR SERVICES

### PRIOR TO LISTING

- Inspection of your property and cost-free, no-obligation market appraisal
- Pre-list meeting to discuss local market trends, your own motivations for achieving a sale and your time frame for moving, so we can tailor a "successful sale" plan to your own specific selling needs
- Preparation of all listing documentation
- Guidance as to undertaking repairs or improvements to your property including; smoke alarm and pool certificate compliance
- Advice as to marketing and photography options to suit your budget
- Guidance on styling your home for sale

### ON THE MARKET

- Liaising with your chosen photographer or taking photos of your property
- Distinctive "For Sale" Matter Property signboard
- Listing your home on several high traffic real estate specific websites [www.matterproperty.homes](http://www.matterproperty.homes); [www.realestate.com.au](http://www.realestate.com.au); [www.domain.com.au](http://www.domain.com.au) plus numerous partner websites for maximum exposure
- Social media advertising including our Matter Property Facebook and Instagram pages, uploading to "Mount Isa Houses for Sale and Rent" and "Mount Isa Real Estate Open Homes" Facebook pages, plus options for additional social media advertising packages
- Digital office window display – your property displayed on our huge 42" Samsung Screens 24 hrs a day, 7 days a week
- Full colour A4 or A3 print window cards
- Inclusion in our Matter Property in-office full-colour property guide
- Exclusive Matter Property buyer database match – email flyer sent to all buyers matched to your property throughout the sales campaign
- Open homes (if your property is untenanted)  
Includes: Open house advertising on office Facebook site and websites, inclusion in full-colour open house flyers, extra open house signage on property, agent attendance at open home for minimum 30 minutes (not including set up and pack up times), follow up on all buyers attending open home, weekly vendor feedback from open homes.
- Inclusion in open home e-flyer emailed out weekly to registered clients within our database

# The Benefits of listing your property with our team...

## You can relax and let us take care of everything.



### GETTING TO SOLD SO YOU CAN START YOUR NEXT ADVENTURE

- Flexible showing times 6 days a week, plus Sundays and after hours by appointment, to better accommodate all your buyers
- Follow up of all buyers and timely weekly feedback as the sale progresses
- Presentation of all reasonable offers, and advice as how to progress with the negotiation to reach agreement on a sale price and terms that are satisfactory to both you and your buyers
- Once an offer is accepted; preparation of all draft contract documentation in consultation with your legal advisers
- Sign up of all contract documents with both you and your buyers
- Updates throughout the progress of the contract to help support you through the inspections, finance period and with any other areas of concern you encounter during this time.
- Once unconditional, liaising with you and your buyer to be ready for settlement and a successful settled sale for you.

### Extra Market Exposure

As well as everything else we throw in at no extra cost to you, we also recommend our affordable marketing packages starting at \$889.00 to grow the exposure of your home even further.

This includes Professional photography with Gibson Digital Imaging and a Premier upgrade listing on [www.realestate.com.au](http://www.realestate.com.au)

We also offer optional Social Media Marketing Campaigns From \$100

# Marketing campaign costs and inclusions

Professional photography – Gibson Digital Imaging  
\$250.00 per shoot

For sale sign  
No cost to you

Digital buyer match with e-flyer created  
No cost to you

Digital Window display  
No cost to you

Feature window cards for the duration of the marketing campaign  
No cost to you

In office – listings brochure ad  
No cost to you

Feature Property brochure for your property  
No cost to you

Internet advertising  
[www.matterproperty.homes](http://www.matterproperty.homes); [www.domain.com.au](http://www.domain.com.au); [www.ratemyagent.com.au](http://www.ratemyagent.com.au)  
[www.homely.com.au](http://www.homely.com.au); [www.realty.com.au](http://www.realty.com.au); [www.onthefhouse.com.au](http://www.onthefhouse.com.au)  
[www.realestateworld.com.au](http://www.realestateworld.com.au); [www.view.com.au](http://www.view.com.au); [www.squiiz.com.au](http://www.squiiz.com.au)  
No cost to you

Upgrade to a Premiere listing on [www.realestate.com.au](http://www.realestate.com.au)  
Prices from \$639.00

Social media posts – listing on Matter Property Facebook page, Mount Isa Houses for sale and rent plus Instagram and Google  
No cost to you

Social Media Advertising Campaigns – tailored sponsored posts on a cost per week basis  
Starts at \$5.00 per day

Saturday open homes – minimum of half an hour with extra signage and brochures (\* If vacant/owner occupied property)  
No cost to you

Inclusion in open home flyers and posts – print version and social media posts  
No cost to you

Weekly follow up of buyers and reporting to owners about enquiries, showings and internet feedback  
No cost to you.



# Why a *Premiere Listing* is the best choice for your property

## Be seen at the **top** of the search results

The premiere way to showcase your property, with the largest listing at the top of the search results, above all Highlight listings.



### Premiere listing



Priority in the search results



Listing size



Rotates to the top of the search results

15 days

Image carousel



Property information at the top of the property page for improved search engine results



Auction and inspection times



## How your property benefits from a Premiere listing

Your property's position in the search results can make a huge difference. In fact, 62% of people don't look beyond the first page.<sup>1</sup> Placing your property at the top with a Premiere listing offers a number of impressive results:

4.5x

Number of enquiries compared with a Standard listing.<sup>2</sup>

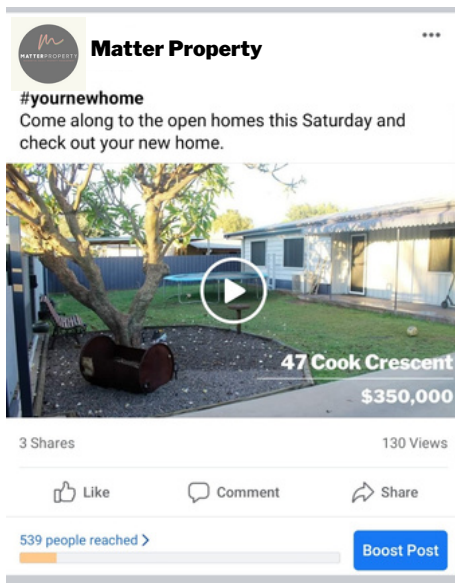
3.8x

Number of views compared with a Standard listing.<sup>2</sup>

3.4x

Number of times seen in the search results compared with a Standard listing.<sup>2</sup>

# Marketing samples



## Facebook posts



## Custom 2 page colour brochures



## Instagram posts



## Signage



## Custom A4 and A3 window cards

# MEET OUR TEAM

## SHERRIE TUPPURAINEN - PRINCIPAL & LICENSEE

Sherrie Tuppurainen is the dynamic Licensee and Principal of Matter Property; pursuing excellence by helping her team provide you with a flawless sale or management experience is what drives her, and she looks forward to working with you to get the very best out of every aspect of your properties - whether that be buying, selling, renting or property management.

A firm believer in hard work and striving for continued excellence, Sherrie can say with absolute confidence that you will be delighted with what she and her team have to offer you.

Outside of work Sherrie is a busy volunteer within numerous local community projects

Phone: 0403 888 506      email: [sherriet@matterproperty.homes](mailto:sherriet@matterproperty.homes)

## RANITA TOHOLKE - ACCOUNTS & CONTRACT MANAGER

Ranita Toholke is our Trust Account and Contract Manager, and probably one of the most important people in our office; though she would not say so herself.

Working tirelessly behind the scenes every day to ensure all our client's finances are on track and up to date; Ranita is the last word in organisation and attention to detail.

In between overseeing that all of our office finance and contract transactions are perfect in every way, Ranita balances a busy home life with extensive volunteer work (along with her husband Tonka) for men's mental health charities.

We are extremely proud to have her in the Matter Property family.

Phone: 07 4743 5911      email: [accounts@matterproperty.homes](mailto:accounts@matterproperty.homes)

## CHAYLEY MACHINA- SALES AND RENTAL ASSISTANT

Chayley is a welcoming ball of energy whom we are just delighted to have in our team.

Passionate about real estate, and with exceptional customer service and boasting fantastic problem solving skills, Chayley is the excellent Rental and Sales Assistant we've been waiting for.

Chayley works working alongside the hugely experienced Sales Team to take care of the little but important details so that your real estate experience is better than ever.

Outside of work Chayley is a loving cat mumma, and a bit of a movie buff!

Phone: 07 4743 5911      email: [admin2@matterproperty.homes](mailto:admin2@matterproperty.homes)

## MEGAN TRENERRY - ADMINISTRATION ASSISTANT

Megan is our excellent administration assistant and the absolute last word in hard work and dedication. Megan's amazing attention to detail, passion for real estate and her commitment to customer service make her a valuable asset to our team. The whole Matter Property office is delighted to have her on our team, and we know your real estate experience will be better for having met her.

Outside of work Megan is a busy mum to her daughters and fur babies.

Phone: 07 4743 5911      email: [admin@matterproperty.homes](mailto:admin@matterproperty.homes)

# WHAT OUR CLIENTS THINK OF US

Buying our first home was a daunting experience and we lucked out dealing a great agent such as Sherrie! She was more than happy to answer all of our questions. She walked us through the whole process from start and to the all important hand of keys, even throwing in a lovely champagne when giving us the keys to mark the special day. I could not recommend nor rate Sherrie any higher, Thanks so much!

RJ Talabucon (buyer)

## Property agents you can trust

Sherrie is a wealth of knowledge & experience, when you go to Sherrie you can rest assured that you will be looked after for all your property needs, buying, selling, renting etc Sherrie is super easy to communicate with, keeps in contact & provides the best help, guidance & advice.

Leuka and Jared Carlisle (buyer)

## Wonderful agent

Sherrie worked very hard in a downtime in the market to sell our unique family home. She was highly respectful of my mothers needs. Sherrie took the time to understand the history of the home and it's quirks. I hope the new owners create as many wonderful memories in the home as we did.

Anna Baccari (vendor)

## Positive attitude and always helpful

We had not only purchased our house but tenanted and then sold our house with Sherrie ; and through all our dealings, Sherrie maintained an up beat and positive attitude whilst always offering a lending hand and working through any problems we had.

Shane Baynton (vendor)

## SUCCESSFUL SELLING FEE

(We don't get paid, if you don't get paid)

5.5% on the first \$18,000 of the contract price,  
and 2.75% on the balance inclusive of GST

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## COME JOIN US

It's a very simple process:  
Give us a call on 07 4743 5911, and we'll do the rest...



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