

Katz Vendor Advocates provides a highly personalised service geared to facilitate a smooth and successful sale of your property. Specialising in Sydney's Eastern Suburbs, Inner City and Inner West, Katz is 100% independent and not affiliated with any real estate agent or group.

How we work

We all know of great agents in our areas – after all, it's in their DNA to get to know us! However, when the time comes and you're seriously considering placing your property on the market, all you've got is a pile of business cards. That's when Katz can assist - and there's no obligation and no fee! (We receive a standard referral fee as part of the selected agent's sales commission.)

The process starts with meeting you in person to discuss your needs and view the property. Based on your circumstances, your property type, location and the current market conditions, we'll recommend agents (usually three) – each of whom we believe will be well suited to sell your property.

We'll liaise with the chosen agents and arrange convenient times for them to present their proposals. We'll then provide guidance to enable you to make an informed decision.

This guidance includes the agent's price expectation, marketing plan and cost, any proposed styling as well as their commission rate and structure. Whilst the sales agreement will be signed by you, we will review and advise on any points that require alteration or clarification. We are available to liaise and negotiate these points on your behalf directly with the agent if required.

Thereafter we will be available as needed - over the phone or meeting with you in person during the campaign, throughout the sale process and eventual settlement.

Our service includes being available to discuss any changes in pricing expectations and offers received during the campaign as well as attending the auction if required.

Depending on your experience and comfort level, we can be involved as much or as little as you require.

**...AS INDEPENDENT ADVISORS,
OUR MISSION IS TO DEAL WITH REAL ESTATE AGENTS
IN YOUR AREA AND FIND THE AGENT BEST SUITED
TO YOUR NEEDS...**

AT NO COST TO YOU!

5 QUESTIONS TO ASK YOURSELF

1. Do I have access to relevant information and the time to find the most suitable agent for my sale?
2. Do I have the knowledge and skills to negotiate the best deal?
3. Do I want advice from someone who can view my property and the process objectively and independently?
4. The last property I sold was many years ago. How confident am I in today's market?
5. This is probably the biggest transaction of my life. Do I want an experienced independent professional looking after my interests?



About Neville Katz:

After a highly successful career in the commercial arena, Neville brings his considerable passion for property and his proven business skills to Katz Vendor Advocates. Neville is a chartered accountant and licensed real estate agent. He has lived in Sydney's Eastern Suburbs for over 30 years.

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