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What is a Free Appraisal?

If you own a home already, you have probably been offered a 'free appraisal' dozens of times from local real estate salespeople in your area.

You may be wondering: What does a 'free appraisal' involve? Should you get one? And what's the catch? Can a buyer order a free appraisal too?

1. As a homeowner, it can be difficult to accurately work out the value of your property. There are online tools available now that will provide a computer-generated estimate, but they only offer a rough guide and can be wildly inaccurate since they are not based on a personal inspection of the property. They also won't take any recent changes or renovations you have made into account.
2. It is important for owners to understand the value of their property so they can make informed decisions. If you are thinking of moving, you need to know what you might get for your current home, so you can understand how much you have to spend on your next or whether you should keep your current home as a rental.
3. At the same time, you probably don't want to spend large sums of money on an official valuation report.

Why would I do this for free?

1. It is an opportunity to show you what I do, to build a relationship and offer specialist advice. I love being able to use my skills to help others and if I do a good job, you might consider using my services when the time comes to sell. Or, you

might provide me with the ultimate compliment by recommending me to one of your friends or family who need real estate help.

2. If you are thinking of moving soon, it is critical that you hire a competent real estate salesperson to represent your interests. A free appraisal gives you a relaxed, no-obligation opportunity to evaluate my service and to see if I am the right fit to work with you and help you achieve the best possible result.

It is about more than just price

1. Smart owners understand that a real estate salesperson can offer far more than just an estimated market value. With all my experience, I understand what improvements will add maximum value and what features buyers are looking for (and paying more for) right now.
2. I can help you decide which potential changes to your home will give you the best return on your investment and save you from over-capitalising on the wrong improvements.
3. I can also offer advice on timing the market, when to sell to maximise your chances of obtaining a premium price, advice on selling tenanted properties and strategic suggestions on how to sell your home to get top dollar.

Can a buyer order a free appraisal too?

1. You might be wondering if free appraisals extend to properties you are looking to buy? Yes, my offer to help still stands. If you are looking at a property and need advice, give me a call and I will do my best to help (no matter who that property is listed with).
2. I will be able to share recent comparable sales, advice on the area or information on similar properties currently on the market.

In summary, as a service to members of my community

1. I provide free value estimates to help you make smart and informed real estate decisions.

2. You don't even have to be planning on moving in the immediate future, I am happy to help regardless of your time frame.
3. I do it without obligation, in the hope that I have earned the opportunity to be considered for the job when you need a top agent to help you achieve a successful sale.

Get in touch today to book your free appraisal, I look forward to discussing your home with you.