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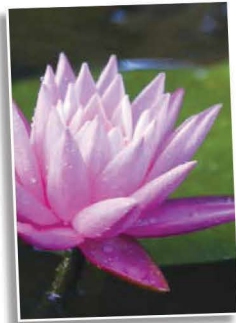


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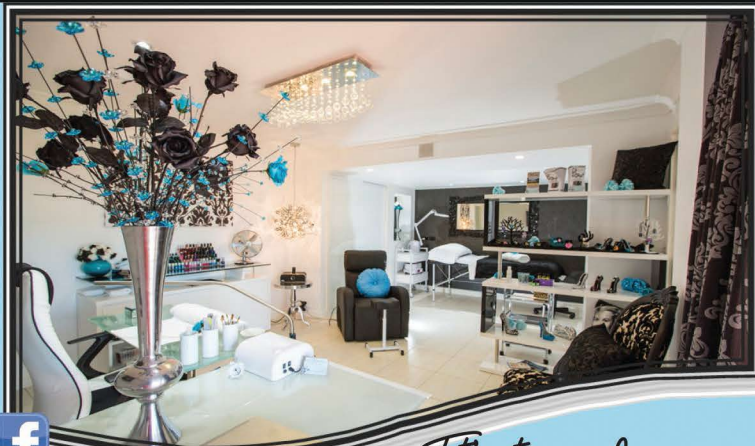
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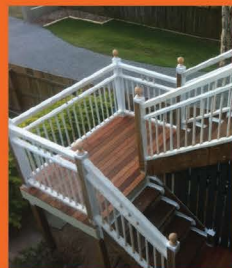
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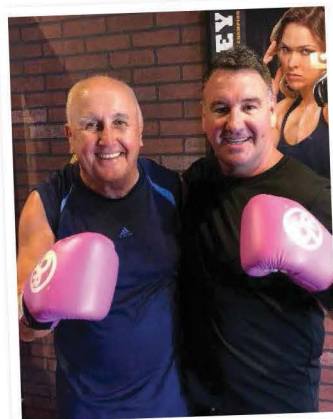
Chris said the boutique 30 minute kickboxing fitness program was designed to fit any schedule with a new circuit starting every three minutes.

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Owner Chris McCabe (Right) with James McCabe



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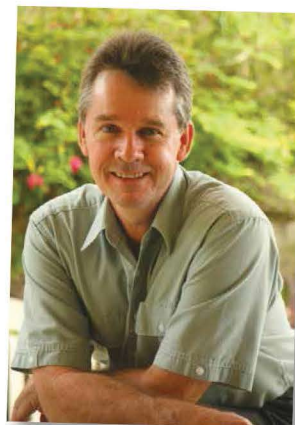
Picture framing has evolved into an art form in itself where the consideration must be about how the frame complements the picture, artwork or memorabilia and not just about how it suits the décor.

And nobody knows this better than Ray Budden of Hang About Picture Framing at The Grange. With more than 30 years of professional experience as a trained framer, specialising in conservation and archival framing, Ray is a craftsman – which can be seen not only in his beautiful framing but in his love of wood.

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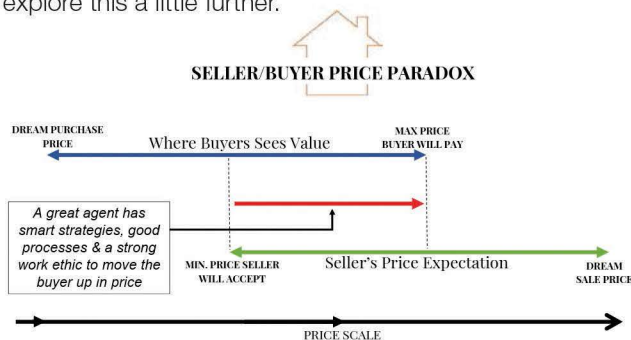
What great agents do differently to achieve higher sale prices?

In today's Feature Article I am going to build on the full-service agent theme by exploring one of the many frameworks great agents use to achieve higher sale prices for their sellers.

The Seller/Buyer Price Paradox (see diagram below).

The green price arrow represents the seller's expectation of price and the blue price arrow is where buyer's see value. In the majority of situations, but not all, there is some common price level for both Seller and Buyer (the red arrow section). In about 90% of cases the Seller's price expectation exceeds the Buyer's maximum price where they see value. There is, however, a range of price points at which the Seller is willing to sell the property and the Buyer is willing to pay. Where great agents stand out is in their ability to work with the Buyer and Seller to advance the price to the maximum a Buyer is willing to pay to own the property.

As with all negotiations, it's the skill and expertise of the agent that advances the Buyer to the maximum level they are willing to pay to buy the property. So how is this achieved? In short, an exceptional agent has a range of tools that he/she uses to maximise the outcome. Let's explore this a little further.



Strategies and Good Processes

All good agents have a suite of smart strategies that they employ to suit the market environment, the property type and timeframe in which the Seller would like an outcome. Some of the key strategies are:

- **Significant** thought up front on who the target market for the property is, with advertising and marketing directed towards that target market. For example, drone photos and video of the property highlighting key places of interest, the most desirable attributes highlighted at the beginning of the advertisement.
- **Multiple** open homes per week to ensure buyers have the best possible opportunity to view the property. This also creates a sense of urgency, as does the auction method of sale.

- **Always try** your best to accommodate viewing times for buyers who can't see the property at the scheduled open home times. Sunday open home times are also very effective – particularly for busy families and those Buyers that work on Saturdays.
- **Post short videos** and property links on Facebook and other social media platforms. Boost the post to reach more Buyers.
- **The auction method** of sale and the use of the "Multiple Offer Form" create competition between Buyers and find the maximum price a buyer is prepared to pay to own the property.

Strong Work Ethic

A strong work ethic goes hand-in-hand with delivering on the smart strategies and good processes discussed above. Clearly if the agent doesn't have the right attitude and is not willing to work at any hour of the day to advance and then close the deal, then the outcome may not necessarily be the best possible one in the marketplace.

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Beautiful works by the talented artist Beverley Elizabeth Dare-Jackson "Mixed Media"

Beverley Elizabeth Dare-Jackson is an artist of the Australian landscape, and portraiture. Having lived in the Byron Shire since the 1960s, she has witnessed the various waves of migration into the area – from the emergence of hippies seeking an alternative to suburban humdrum, to the slick property developers looking to capitalise on the yet untapped beauty of the region. In the 1970s, she was active in trying to protect the natural environment, which was increasingly coming under threat. It was also at this time that she began to paint the landscape – the river and its mangrove swamps where her children played, and the coastal bushland surrounding her house in New Brighton.

Beverley's landscapes are idiosyncratic; amidst powerful and ancient gum trees, she juxtaposes the ephemeral – tiny wildflowers, Christmas bells, native violets and dandelions. Her landscapes invite the viewer to enter a world that is whimsical – they speak to the fragility of the land and make a deeply personal case for conversation.

Amongst the hundreds of landscapes she has painted over the last 50 years are scattered the occasional gems that are her portraits of the colourful characters from the north coast community. In recent years, Beverley entered the 2017 Archibald Portrait Prize, and has begun working on a new series of pen and ink nudes.

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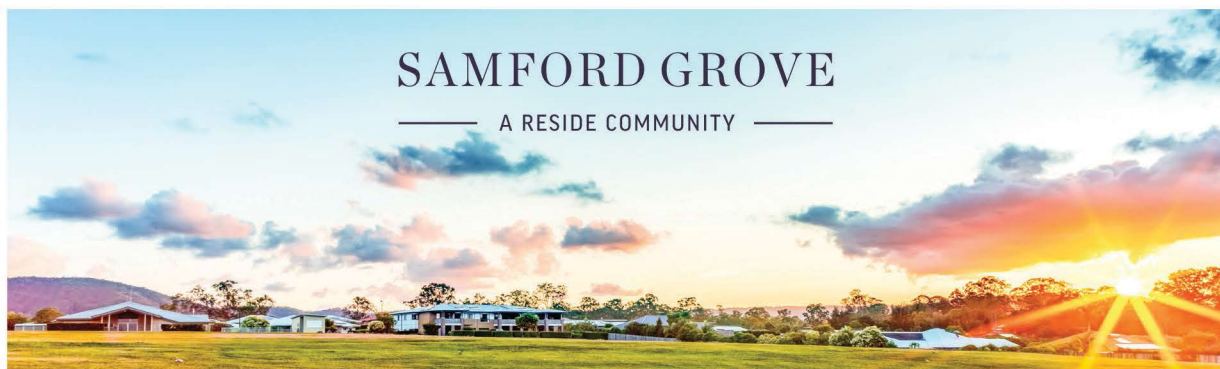
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The school's origins in 1899 make it one of the oldest, if not the oldest, dance studios in Queensland.

And while the studio continues to develop and celebrate its reputation for turning out some of the state's best dancers performers and dance teachers, it is also sharing the narrative of its rich heritage.

Founded by Nellie Lawrence, the dance school and then studio has had only five principals since it was first established, with current heads, Wendy and Judith Lowe, at the helm since 1973. However, according to Judith, the studio's narrative is just as much a part of

the studio's reputation as is its range of classes.

We are delighted that Mrs Nellie Lawrence's granddaughter Prue Galley gifted a plaque from the school's first building to the studio and also donated an engraved silver teapot which was given to Mrs Lawrence by her students in 1911.

"120 years later we were able to show the teapot to students from the studio who were amazed when we told them that the engraved date of August '11 referred to 1911 not 2011," Wendy said.

We lost our dear Mum Theda last year in October, and have set up a [gofundme.com/thedalowetheatricaldancebursary](https://www.gofundme.com/thedalowetheatricaldancebursary) in her name to award to talented dancers from the Ashgrove Dance Studio.

Find out how you can become part of the Ashgrove Dance Studio story:

Ashgrove Dance has classes in Ballet, Tap, Jazz, Hip Hop, Contemporary, Musical Theatre and Lyrical Dance.

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