



Beachfront Specialist

Ray WhiteTM

Tweed Heads

At Ray White, our culture is one of performance, which is why we have been responsible for so many of the record prices throughout Australasia. We are entirely focused on our clients and their best interest is at the heart of every decision we make.

There is a high degree of interaction between our individual agents, agencies and our specialist services, meaning as our valued client you receive the most impressive level of support possible.

With over 1000 individual offices spread across Australia, New Zealand, Indonesia, China, India and the United Arab Emirates, Ray White's market share is constantly growing. With a referral network that includes Loan Market, Ray White Commercial, Invest, Rural, Constructions, Insurance and Concierge – Ray White offices are well placed to offer our communities a unique level of service.

Our Culture

Results

Recently Sold by Sophie Carter



20C Points North
\$770,000



11G Points North
\$435,000



1/22 Hill Street
\$392,000



5/26 Eden Ave
\$399,000

History

“Sharing our knowledge,
Helping you achieve”

Ray White was established in 1902 in the small Queensland country town of Crows Nest. Now approaching 1,000 individual offices in Australia, New Zealand and South East Asia, Ray White's property market share is constantly growing with over \$25 billion worth of property sold last year.

Clients and their best interests are at the heart of every single decision made at Ray White, which is why Ray White has evolved into Australasia's most successful real estate business.

Ray White Tweed Heads is a dynamic team of professional achievers who excel through enthusiasm, determination and a commitment to delivering a superior service; surpassing clients' expectations at every opportunity.

Dedicated to excellence; successful yet ambitious, Ray White Tweed Heads is a team respected for their honesty and ethical approach.

A dedication to continuous improvement provides a foundation to achieve the best results and satisfaction for their clients while being recognised as industry leaders in the Tweed Heads area.



11 Walter Crescent
\$599,000



1102 Rainbow Commodore
\$655,000



1203 Rainbow Commodore
\$685,000



15B Bayview Apartments
\$1.025m

“To say that I was happy with the way Sophie handled the sale is an understatement. I found Sophie to be refreshing and very helpful in a market of sometimes pushy sales people. Her marketing & negotiating skills were a contributing factor to the success of the sale and gave my property the edge it needed. I can unequivocally endorse & recommend her services to prospective clients.”

Sandy Edwards



Sophie Carter

Sophie Carter consistently strives to raise the benchmark and achieve the best results for every one of her clients' properties. Her unlimited enthusiasm and integrity, exceptional knowledge of the property market and customised sales strategies are a proven formula for success.

Born in the area, Sophie attended both school and university in her specialist suburbs and has an intimate knowledge of the local area and the people living and investing in it. She is highly skilled in developing strategic marketing campaigns to suit the specific property to ensure her clients' properties stand out in the competitive marketplace which give them a distinct advantage.

Growing up surrounded by her family's real estate business, Sophie has a thorough understanding of the property market. She believes in maintaining consistent communication with her clients throughout the sales process, keeping them fully informed at all times. Straightforward and honest, she is also highly adaptable and enjoys making the sales process exciting and enjoyable.

Sophie believes her youth & dedication to service is a proven and powerful combination. Actively involved in the community, Sophie has a unique ability to relate easily to her clientele. A highly motivated professional who is committed to achieving exceptional results, Sophie provides total-solution service for all your property needs which is nothing short of first class.

WHAT YOU CAN EXPECT:

- Extensive Market Knowledge
- Good quality presentations
- Punctuality
- Speedy responses (to both purchasers and owners)
- Honesty
- Passion for growth & learning- both personally and professionally
- It's all about you... This experience is about YOU and YOUR property
- Adaptability to market change

“We listed with three agents. Sophie was quick off the mark and had the unit sold before one of the other agents had taken any photographs.”

Les & Betty Leary

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Choosing an Agent

Investing in the right real estate sales consultant to deliver a professional marketing program is one of the most valuable contributions you can make towards ensuring the successful sale of your property.

As with any other profession, the level and style of service offered by real estate agents will vary from one agency to another. Deciding which agent will handle the sale of your home is likely to be one of the most important decisions you will make in the selling process.

A professional and experienced agent can be the difference between a sales success story and a real estate disaster.

Sellers are encouraged to shop around for an agent they feel will provide them with the type of service and the results they want. A good agent's level of customer service should be complemented by their detailed knowledge of all relevant laws and regulations; extensive property market knowledge; advertising, marketing and promotional expertise; and good negotiation skills.

These qualities are key to providing a professional service that eases home sellers through the real estate process.

According to the sales team at Ray White Tweed Heads, local properties taking an unusually long time to sell in the current market have certain things in common:

- Overpricing
- No planned advertising or marketing campaign
- Poor exposure
- Private selling
- Open Listings
- Not listed with local agents

Find a real estate sales consultant you can work with, who has a good reputation and the solid background of a local company brand like Ray White Tweed Heads. That agent should provide you with a clear

Basic Steps of Selling

THE FOLLOWING ARE BASIC STEPS THAT WILL OCCUR WHEN SELLING RESIDENTIAL REAL ESTATE....

- Organise a contract of sale from your chosen solicitor/conveyancer
- Choose a real estate agent
- Decide on a method of sale
- Agree on an appropriate marketing/advertising program
- Decide on a desired list price
- Sign a PAMD Appointment of Real Estate Agent (Sales and Purchases) with the nominated agent
- Prepare your property for sale
- Arrange for buyers to inspect the property
- Agree on the price offered by the buyer of nominate the reserve price in the case of an auction
- Sign a Contract of Sale
- Exchange Contracts
- Arrange with the solicitor/financial institution for transfer of property
- Pay Commission to the agent
- Move out



Ray White™

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Shop 1, 69 Wharf Street
Tweed Heads NSW 2485
P 07 5599 2000

Ray White Rural Tweed Valley
Shop 1, 69 Wharf Street
Tweed Heads NSW 2485
P 07 5599 2000

Ray White Commercial
Shop 1, 69 Wharf Street
Tweed Heads NSW 2485
P 07 5599 2000

Ray White Business Brokers
Suite 10a, 2 Classic Way
Burleigh BC QLD 4220
P 07 5535 0500

Ray White Commercial Burleigh
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