

# MILGATE

real estate



BRINGING CHIC TO DARWIN  
REAL ESTATE- SUZI MILGATE

5/48 MARINA BOULEVARD, CULLEN BAY NT 0820

P: (08) 89424855

EMAIL: MILGATERE@OUTLOOK.COM

[HTTPS://WWW.MILGATERE.COM.AU/](https://www.milgaterere.com.au/)

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# OUR AGENCY

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SUZI MILGATE

Milgate Real Estate Locally owned and operated  
Helping you to achieve your dreams is our reward!

With many years experience in all areas  
surrounding Darwin including the northern  
suburbs, Palmerston and rural areas. Suzi brings a  
wealth of knowledge and skill to the sale of every  
home she represents.

we pride ourselves on bringing you a more  
personalised collaborative and professional  
Approach to you real estate experience



# OUR TEAM

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**SUZI MILGATE-FOUNDER/PRINCIPAL  
OF MILGATE REAL ESTATE  
&  
CHARLISE CAMPBELL- TRAINEE REAL  
ESTAE PERSONAL ASSISENT**

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## SUZI MILGATE

With over 10 years of experience Suzi brings a wealth of knowledge and skill to the sale of every home she represents. At Milgate Real Estate, Suzi also has the benefit of working with and directing a high performing team of skilled agents and support staff, an asset that both vendors and buyers appreciate.

Warm, friendly and determined to secure the best result every time, with exceptional people skills and down-to-earth attitude, Suzi turns what can often be an overwhelming process into a stress-free experience, while her marketing campaigns add a real edge. She has really found her calling.

### Suzi's Qualifications;

- Certificate IV in Property (Real Estate)
- Certificate IV in Property Services (Real Estate)
- Diploma of Property Services (Agency Management)
- Certificate for Public Speaking Casuarina Senior College
- Certificate Ziglar Legacy Leadership and Personal Development training
- Emotional Intelligence, Disc analysis, Sales training

### Community

donations/sponsorships;

- Karen coghill
- Graham Hood
- Jodie Signline

## CHARLISE CAMPBELL

Charlise is a young, energetic, friendly and ambitious trainee/aspiring real estate assistant, currently working as a personal assistant to Suzi milgate.





# WHAT TO EXPECT/VALUES



## OUR VALUES;

- Our clients welfare and needs will be a leading priority for all whom work in our business
- we pride ourselves in giving all our clients a personal experiences weather you are looking to buy, rent or sell a property
- Our company and everyone associated in it shall do business in a socially responsible and ethically sound manner, with honesty and integrity at the core of everything we do.
- We aim provide all our clients with the best care possible by listening and taking the time to understand our clients needs.
- We aim to consistently deliver exceptional results to optimise client satisfaction
- We are dedicated, considerate and responsive, we are always adhering to maintaining the highest standards of conduct, quality and performance.

## WHAT TO EXPECT WHEN WORKING WITH MILGATE REAL ESATE;

The Sales Appraisal meeting is an important step to ensuring you get the best price for your home.

This is why we go out of our way to encourage you to share as much information on the property as possible. The more information we receive, the better we can understand the value of the property.

At our meeting we will cover the following:

- Current market conditions
- Likely selling price
- Marketing and advertising options
- Why we think you should enlist our help
- Fees and extra costs associated with selling your property
- Questions! Please ask away, we want you to be 100% comfortable and confident in your choice of agent.

We would also appreciate you taking the time to fill in the Sellers Questionnaire on following two pages. This document gives a good over view of what your expectations are.

If you have any questions, please don't hesitate to contact us. This is what we are here for.

# SELLERS QUESTIONNAIRE

To help guide us through the selling process, we will appreciate you taking the time to fill in this questionnaire. By providing this information, you will assist us in getting the best possible outcome to suit your needs.

Name: .....

Property address: .....

Phone: ..... Email: .....

What are the top three things you love most about this property?

1. ....
2. ....
3. ....

What are the three things you like most about the location of this property?

1. ....
2. ....
3. ....

Have you made any changes to the property i.e. reservations etc?

.....

.....

.....

.....

Who do you believe would most likely purchase this property?

- |  |                                    |
|--|------------------------------------|
| <input type="checkbox"/> First home buyers | <input type="checkbox"/> Investors |
| <input type="checkbox"/> Family            | <input type="checkbox"/> Couple    |

# SELLERS QUESTIONNAIRE

Please select the reason(s) you are wanting to sell your property;

- |  |   |
|--|---|
| <input type="checkbox"/> Financial reasons   | <input type="checkbox"/> Size is no longer suitable |
| <input type="checkbox"/> Downsize mortgage   | <input type="checkbox"/> Work reasons               |
| <input type="checkbox"/> Would like a change | <input type="checkbox"/> Moving interstate/overseas |
| <input type="checkbox"/> Other: .....        |   |

When would be the ideal time to have on the market?

- |   |  |
|---|--|
| <input type="checkbox"/> Would like to get on the market ASAP | <input type="checkbox"/> 1-2 weeks                                     |
| <input type="checkbox"/> 2-4 weeks                            | <input type="checkbox"/> 1-3 months                                    |
| <input type="checkbox"/> 3-6 months                           | <input type="checkbox"/> No hurry- want to see how the market is doing |

Is this your first time you have sold a property?

- |                              |  |
|------------------------------|--|
| <input type="checkbox"/> Yes | <input type="checkbox"/> No- how many? ..... |
|------------------------------|--|

please rate your experience when you purchased this property;

- |                                    |                               |
|------------------------------------|-------------------------------|
| <input type="checkbox"/> Excellent | <input type="checkbox"/> Good |
| <input type="checkbox"/> Average   | <input type="checkbox"/> Bad  |

Please explain: .....

.....

Were you happy with the price?

- |   |  |
|---|--|
| <input type="checkbox"/> Yes                  | <input type="checkbox"/> No                    |
| <input type="checkbox"/> Prepared to pay more | <input type="checkbox"/> Preferred to pay less |

What would be your ideal sale price? .....

# THANK YOU FOR CHOOSING MILGATE REAL ESTATE



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