



Selling your property with Public Trustee Real Estate



Public
Trustee

realestate.pt.qld.gov.au

Public Trustee Real Estate services

The Public Trustee has been serving Queenslanders since 1916 with a range of trustee and financial administration services — including the sale of real estate.

On average, we manage the sale of around 390 properties each year for our customers.

Over time we have earned a solid reputation throughout Queensland for providing ethical and transparent real estate services. We provide timely and expert advice, clear communication and a professional sales campaign. This gives our customers peace of mind at what can often be a challenging time.

What we offer

Experienced professionals

Our licenced Real Estate team of sales professionals has a proven track record of helping achieve the best results for our customers through decades of knowledge, expertise and experience.

State-wide services

Our Real Estate team directly manages the sale of properties throughout Southeast Queensland. For regional locations, we partner with a panel of dedicated real estate professionals who have extensive local area knowledge in order to maximise your sales outcome regardless of where the property is located within Queensland.

Tailored approach

We understand that everyone's situation is unique and will actively work with you to determine the best approach to help achieve the best possible outcome for your circumstances.

Specialist end-to-end property services

We understand this can be a challenging time, particularly for deceased estate beneficiaries and offer a range of sale options to suit your needs.



Our trusted reputation

The Public Trustee's Real Estate team are specialists in the sale of deceased estate properties ranging from residential homes through to large rural properties. As a government statutory authority we are known and respected for providing services with transparency, integrity, fairness and reliability.

Our record of achievement is a demonstration of how the Public Trustee's real estate services reputation translates into attracting strong interest from buyers and helps achieve optimal sale results for our customers.

Our record (2018 to 2022)

POTENTIAL BUYERS DATABASE


22,000
SUBSCRIBERS AND GROWING

AVERAGE ANNUAL SALES


390+
PROPERTIES

SALES OVER THE LAST FIVE YEARS

Combined sales value

\$618
MILLION

Number of sales

1955

What to expect from our Real Estate services

End-to-end service delivery options

When it comes to selling your property we can look after all your needs from preparing the property for sale to helping you select the marketing approach, delivering the marketing campaign and overseeing the conveyancing, settlement processes and the distribution of proceeds.

Preparing your property

We offer end-to-end services when preparing your property for sale including:

- property and title searches, including body corporate records
- preparing inventories of items in the property including furniture and effects
- clearing houses and sheds
- yard maintenance
- arranging compliance certificates for smoke alarms and swimming pools.

Transparent valuation process

We undertake due diligence and analysis to determine the most appropriate method of sale and marketing strategies for our customers. This includes an independent valuation of the property by a licenced valuer. In addition our real estate team is connected to leading industry market analytics that provide you with a current and factual comparative market analysis. This information can be used and discussed with you to assist in establishing your own price expectations and help inform an appropriate sales price range.

Method of sale

Every customer and every sale is unique, which is why we will work closely with you to understand your views, wishes and preferences in establishing the best sale method for your circumstances. This may be by auction, private treaty, or a sale by expressions of interest. However, our preferred method of sale is by Public Auction, as this offers a transparent and competitive process where sellers can see all bids and assess what the market will pay for your property. The Public Trustee's auction process is highly regarded and provides the opportunity to achieve the best sale value with the peace of mind that an unconditional contract provides.

Regular cycle of auction rounds

The Public Trustee's auction program is highly regarded throughout Queensland, as demonstrated by consistently high numbers of potential buyers attending our auctions.

Auctions are generally held within four to six weeks of us receiving instructions to take a property to market.

How we market your property

With our industry experience and consistent sale volumes in the market we are able to offer competitive marketing packages. We can also customise marketing to your individual property and circumstances should the packages we offer not quite fit your views wishes and preferences.

Marketing packages

We offer a selection of marketing packages for properties sold by our Public Trustee Real Estate Service throughout South East Queensland, including Brisbane, Sunshine Coast and the Gold Coast. Marketing solutions include professional photography, drone photos, floor plans and video walk-through. Our real estate staff are happy to work with you to tailor the best solution for your property.

For properties located in regions outside of South East Queensland, our local agents utilise pre-qualified marketing packages specific to their region and local knowledge. Our team is here to help guide and support you through this process.

Marketing channels

When a property is ready for selling, we list properties for sale through the major internet portals of realestate.com.au, Domain plus the Public Trustee website. There is also the option to advertise in print media if requested.

Our marketing advantage

We are well known for our expertise in selling deceased estate properties throughout Queensland, which is one of the reasons we have such strong market reach as evidenced through our the more than 22,000 potential buyers who subscribe to receive our regular property alerts.

We list new properties on a regular basis and always promote these listings to our buyers network across the state.

Inspections

Open Home showings and Inspections by Appointment are held throughout the marketing campaign. We provide buyer enquiry reports along the way to give you comfort and peace of mind.

We are here to help

Please call or email us today to discuss the listing of your property at:

 **1300 360 044**

 **realestate@pt.qld.gov.au**

You can also view more information on our services and view current and recently sold properties at:

 **realestate.pt.qld.gov.au**



Example of aerial photography captured for one of our property listings.

Real Estate Sales Marketing Options

SEQ listings directly managed by Public Trustee Real Estate



Package 1
Standard Plus+



Licensed auctioneer
at no cost



Advertising
– realestate.com.au
Feature 30-Day Listing

– domain.com.au
Silver 30-Day Listing

– Public Trustee website
at no cost



Property alert email update



Virtual tour



Digital floor plan



Drone street view



Property signage



Professional photography
up to 12 professional photos
(additional in-house photography)



Package 2
Premium



Licensed auctioneer
at no cost



Advertising
– realestate.com.au
Highlight 30-Day Listing

– domain.com.au
Gold 30-Day Listing

– Public Trustee website
at no cost



Property alert email update



Virtual tour



Digital floor plan



Drone street view



Property signage



Professional photography
minimum 12 professional photos
(additional in-house photography)



Package 3
Tailored



Licensed auctioneer
at no cost



Advertising
– realestate.com.au
Premiere 45-Day Listing

– domain.com.au
Platinum 60-Day Listing

– Public Trustee website
at no cost
(Further upgrades available on request)



Tailored Saturday Courier Mail
Feature Advertisement



Property alert email update



Virtual tour



Digital floor plan



Drone street view



Property signage
(1200 x 1800) Photographic



Professional photography
(additional in-house photography)

For itemised pricing and for marketing options for properties outside of South East Queensland, please contact the **Real Estate team** at realestate@pt.qld.gov.au or phone **1300 360 044**.



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www.pt.qld.gov.au



clientenq@pt.qld.gov.au

We also provide Queenslanders with services in:

- Will-making • Enduring powers of attorney • Executor services
- Estate administration • Disability services • Charitable trusts
- Trust administration