



**PROPERTY  
WEALTH PLANNING**

A Road Map To Systematic Wealth  
Building Through Property Investment



# 5 Ways For Sellers Getting Higher Offers



## RESEARCH PAST PRICE & TREND

- View past sales transactions on SRX, PropertyGuru, 99.co or HDB website
- Cross referencing gives good indication of the market price
- Research on the existing stocks and understand their asking
- To be more knowledgeable than the house hunting prospects
- To have information at the finger tips to path for negotiation
- Can consult banker / valuer on the indicative valuation of the house



## SHOW PROOFS OF VIEWINGS

- With property hotly contested by prospects, owners have the upper hand to make buyers compete against one another and request for the best possible offer.
- Place a few agents' namecards on the table to show the popularity of the unit
- To arrange back-to-back viewings so that prospects know they face competition for the same unit
- Reveal some message exchanges to the prospects to show there is keen interest from others



## PLAY HARD TO GET

- Do not give away your anxious feeling in getting your unit sold out
- Have the mentality that it is the prospect's loss for not choosing your unit
- Not to reveal the minimum sale price to prospects as often the offer will be lower than it
- Mention to the prospects that around xxx date time have xxx groups coming to view *(if applicable)*
- Mention to the prospects that there are some arranging 2<sup>nd</sup> viewings before making official offers *(if applicable)*



## GET INTO BUYERS' GOOD BOOKS

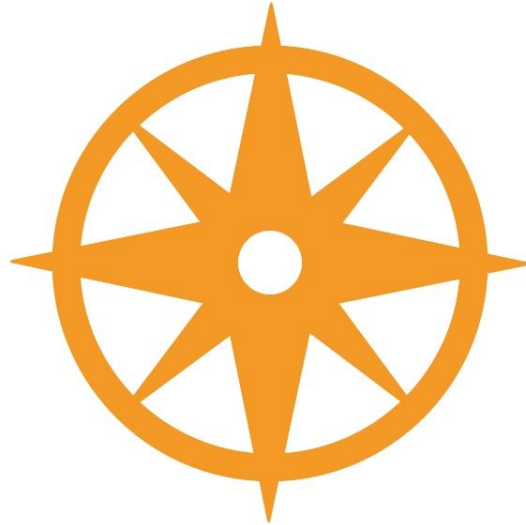
- During viewings, good to engage the prospects into conversation
- Drop hints along the way about selling points of the house *(if applicable)*:
  - eg. you strike toto / 4D on the 1<sup>st</sup> year of staying in the house*
  - eg. Kids excel with flying colours in academic result*
  - eg. The neighbours and management are nice to mingle with*
  - eg. Can sell fireworks from the house itself*
- Have some topics on common interest and to show interest in the prospects
- At the end of viewing, mention you welcome the prospects to be the new owner and you can accommodate 2<sup>nd</sup> viewing if needed





# PLAY AROUND WITH VARIABLES

- Selling a house is not always all about the offer price
- Suggest to play around variable eg.  
*leave behind furniture, white goods in good conditions, earlier move in for renovation, move out later for next housing plan etc.*
- Unless got a fantastic deal, you can take some time to mull over the offer with the proposed variables *(with 1% deposit or \$1000 cheque secured)*
- If the offer is not within expectation, just mention you are undecided between a few offers *(official / verbal)* while counter-offering the price in mind



# CONSUMER EMPOWERMENT INITIATIVE

- An Education Series on Real Estate Matter -



Every seller will want to have good price for his / her own house. Managing expectations of buyers is a long and tedious process. Without close following up, buyers can lose focus easily and will still keep shopping around. We can work hand-in-hand to get an offer on the table within shortest time span possible!







## 5 Star Service Property Wealth Planner

Graduated from NUS with major in Economics and certified with CEA, JJ is a dedicated and responsible realtor who always put his clients' interest first.

Honesty, integrity and professionalism are his core principles at work and your needs will always be the top of JJ's concern. Many clients have testified for his service and maybe one day you can testify for him too.

He can help you to choose the "right" property in Singapore - whether you are an experienced investor, a first time buyer or a foreigner looking to migrate into Singapore. His services cover finding the property, doing financial calculation, negotiating the best price, making an offer and sealing the deal. He believes in no hard selling but meeting the clients' needs and requirements. He is here to help you in everything to make the best real estate decision.

For HDB / condo owners who wish to restructure their portfolio, he can assist and provide advice based on his experience dealing with clients from all walks of life. His services cover sourcing the right buyers, doing financial calculation, getting the best possible market price and ensuring smooth timeline. He believes that every house is marketable. He is here to help you to to get the best possible deal.

[5-Star Services](#) | [Website Profile](#) | [SRX Profile](#)

**More Info About JJ →**



**JJ Wong - Real Estate Asset Property Wealth Planner** added

4 new photos.

11 February 2017 · 🌐

💛 TESTIMONIAL #4 💛

Would like to inform that JJ had helped us to market the HDB house and he is able to sell at record high price. We would like to thanks for his effort on this.

At first we are actually trying to sell the HDB our own, JJ approached us and patiently discuss with us on the benefit of engaging the agent. He did not push us too much, as he understood our stance. After the meet up, we actually felt that he really treated the customer with heart, and we felt so much comfortable to let him sell our unit.

Before we meet up with him, there are few agent we met and all giving the negative thought that this unit worth only 420K and does not willing to give it a try until we met JJ.

Once again, sincerely thanks for JJ effort on creating the record high selling price in this area. Thanks!

Regards

Mr Lai (Residential Seller - 668D Jurong West) ✨

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#HappyClientHappyDeal! # www.wongjj.com



**JJ Wong - Real Estate Asset Property Wealth Planner** added

2 new photos from 1 June.

1 June · 🕒 · 🌐

😁 TESTIMONIAL 14 😁

I am very thankful to Jun Jie & his team at Orange Tee & Tie for marketing my unit in Dec 2017. I was very drained mentally at that time because I thought I could easily sell my unit on my own. Jun Jie approached to help me to market after seeing one of my posting. I was very comfortable with him and after listening to his plans, decided to engage him to be my exclusive agent. I have no regrets. He was very prompt to reply my messages. Once he even came to my place about 10pm to see a prospect. Along the way, he was very encouraging as he said definitely there would be a buyer. And true enough my unit was sold in less than 2 months! Once again, I'm thankful to Jun Jie for his great job & would definitely recommend him to others. Thank you Jun Jie!

-Lydia (Residential Seller - 179 Toa Payoh) 🌸

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#HappyClientHappyDeal



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OrangeTee.



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**JJ Wong - Real Estate Asset Property Wealth Planner** added

2 new photos from 3 June.

3 June · 🕒 · 🌐

😊 TESTIMONIAL 15 😊

JJ is calm , helpful and responsive to my request. It is not easy to find the right owner at such a tight timing. Thanks for his help with sourcing the right understanding buyer in such a short span.

- Valerie (Residential Seller - 804 King George) 📍

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#HappyClientHappyDeal



**JJ Wong - Real Estate Asset Property Wealth Planner** added

2 new photos from 10 October.

10 October · 🕒 · 🌐

❤️ TESTIMONIAL 26 ❤️

Jun Jie is honest and client-orientated property agent. He is able to highlight and give professional advice from his years of experience. It was a pleasure to have him as my property agent.

-Mr Teh (Residential Seller - 677C Jurong West) ✨

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#HappyClientHappyDeal



**JJ Wong - Real Estate Asset Property Wealth Planner** added

3 new photos from 30 May.

30 May · 🕒 · 🌐

😎 TESTIMONIAL 13 😎

JJ was very patient and professional. Someone very easy to work with. Thank you very much. Was a very pleasant experience.

-Pei Ling (Residential Seller - 108 Lengkong Tiga) ✨

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#HappyClientHappyDeal



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**JJ Wong - Real Estate Asset Property Wealth Planner** added

4 new photos.

4 April 2017 · 🌐

💖 TESTIMONIAL #9 💖

I'm writing this email for giving a compliment to ERA Property Agent, Wong Jun Jie.

He is enthusiastic and professional to help us to sell our property. I like his style to screen through all the interested viewers before arranging them to view our house. Rejected for those are not eligible to meet the requirements, saved ours and his time.

Apart from property related matter, he also helped us to settle the cheque issues. Make sure everything is smooth before he end of his service. Thank you. 😊

Regards,  
Lydia (Residential Seller - 66 Kallang Bahru) ✨

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#HappyClientHappyDeal! # www.wongjj.com



**JJ Wong - Real Estate Asset Property Wealth Planner**

7 February 2017 · 🌐

☀️ TESTIMONIAL #1 ☀️

I have exclusively engaged JJ to assist in the sale of Yuan Ching Road 3 room HDB unit. JJ has shown powerful negotiation skills and has done well with potential buyers despite the big challenge of remaining lease of the unit is less than 60 years.

I am happy and very satisfied with his responsible and professional attitude throughout the whole selling process that I am able to sell the flat at my initial desired price of \$280,000. I would like to give special thanks to his professionalism as a property agent shown even to the last minute for this situation that we faced.

JJ has shown that he worked very hard on every buyers' lead and provided extremely dedicated service to his client. I will be giving exclusivity to him to sell my father's HDB flat unit in the coming year 2017. Thank you.

Yours sincerely,  
Kenneth (Residential Seller - 122 Yuan Ching)

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### Kenneth (Residential Seller)

Oct 4, 2016

*JK has shown that he worked very hard on every buyers' lead and provided extremely dedicated service to his client. I will be giving exclusivity to him to sell my father's HDB flat unit in the coming year 2017.*



### Mr & Mrs Lai (Residential Seller)

Jul 27, 2016

*JK had helped us to market the HDB house and he is able to sell at record high price. We would like to thanks for his effort on this!*



### Derek & Hui Shan (Residential Buyer)

Apr 21, 2016

*We will highly recommend you to our friends looking for properties and I am sure we will come to you when we are ready to purchase our next apartment!*



### Daniel & Feng Ling (Project Buyer)

Dec 11, 2015

*We would like to thank Jun Jie and your team for the quality service and we look forward to the same standard of service when we are ready to sell our existing BTO!*



*Collected over 100 testimonials. Customers' Satisfaction are my **Personal Achievements!***

#### DISCLAIMER:

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