

Fix up your property.
Sell your home faster.
Pay only once its sold!



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### Who We Are

To most, the sale of your home will be the single biggest financial decision of your life.

Maximising your home's potential and profit by renovating is the most common choice. Many try to take this on and quickly realise the process is stressful, expensive and tiring, not to mention, that finding and arranging reliable tradespeople is a job in itself!

Having run a successful building company with my husband for years, we know all too well how hard it is to find decent and trustworthy contractors.

Over the years, we built up a network of industry professionals that we now know and trust to complete a variety of projects for our building company, but when starting new projects, we found that some of our dedicated contractors were unavailable as they were being employed by our competitors while we were between projects. It was at that point we realised how difficult it was to find good tradespeople, and we needed to come up with a way to retain our contractors and ensure they are kept busy between projects so we wouldn't lose them to our rivals.

It wasn't until we took on our own home renovation that we realised how we could do this.

Even though we were lucky enough to utilise our dependable group of contractors, we still endured many hours at the bank in lengthy consultations to find the money for the renovations and spent extensive time studying the market, property trends and current decorating styles. It became a tiring and tedious process before we even started. There had to be a better way!

We realised this was a huge gap in the market – home renovations made easy!! A one-stop-shop for everything you require on a renovation journey from start to finish, no mess, no fuss! We already had the reliable trades, which is half the battle, and this would certainly keep them busy on the 'odd' jobs here and there. So, I called on my network of industry professionals and assembled an extensive group of tradespeople, contractors, interior designers and real estate agents to create a unique company, facilitating an entirely new way of selling property:

#### **RENOVATE FIRST - SELL YOUR PROPERTY - PAY LATER**

This is when Fix Sell Pay was formed.

It quickly became obvious that the market had been missing this kind of business model as Fix Sell Pay skyrocketed to success almost overnight.

What started out as a clever idea to keep our great tradespeople in work turned into a renovation powerhouse.

Yack

Since opening in 2015, we have renovated more than 804 properties to date and have become an industry leader in Melbourne's renovation scene.

Tara Yaeger **Director**  Fix Sell Pay are proud to offer the following services to our clients:

#### **INSIDE THE HOUSE:**

- ✓ Kitchen Renovate your old kitchen and exceed the high expectations of the Melbourne buyers.
- ✓ **Bathroom** Update your tired bathroom or rip it out and start again. Add in an Ensuite and make it a two-bathroom home.
- ✓ Flooring Repair and polish scuffed old boards, or replace with floating floors, parquetry, carpet or the latest vinyl.
- ✓ **Plumbing & Electrical** As well as getting the basics right, your plumber and electrician offer clever, appealing options to make lighting, tapware and bathroom fittings really stand out.
- ✓ **Tiling & Cabinetry** It's amazing how replacing tiles and cabinets can give your kitchen and bathroom spaces a whole new look.
- ✓ **Painting** There's nothing like a professional paint job to lift an entire house. Remove years of grime and replace greying or yellowed walls with new shades of tinted white or carefully chosen period shades.

#### **OUTSIDE THE HOUSE:**

- ✓ Roof & Guttering Tired or rusty roof and gutters are unappealing and don't make a great first impression. They will also show up on a structural check, as will internal and external leaks. Have your roof and gutters repaired or updated to give a good first impression to potential buyers.
- ✓ Rendering If the true age of your home is revealed by crumbling or dated brickwork, consider rendering to add instant warmth and appeal.
- ✓ **Fencing** Fix or replace your sagging, broken and discoloured fences. Even adding a coat of paint will make a huge impact.
- ✓ Garage Don't let a tired garage with a creaking door detract from your home's appeal. Fit a new remote controlled door and get with the times.

### What We Do

#### IN THE GARDEN:

- ✓ Rubbish Removal Clear out the fallen timber, debris and junk cluttering up your yard.
- ✓ **Landscaping** It's so easy to let your garden run wild but with a simple tidy up or a complete landscaping makeover, we can help transform your garden to WOW those house seekers.

#### **PRESENTING FOR SALE:**

- ✓ Cleaning The renovation is done. Now you need to clean your property so it sparkles from top to bottom.
- ✓ **Furniture hire inside & outside** Last but never least, dress your property with hired, expertly chosen furniture and fittings. Encourage someone to fall in love with your home. We can show you how!





## Where We Service

#### **WE SERVICE ALL METRO MELBOURNE:**

- ✓ Western Metropolitan Region
- ✓ Northern Metropolitan Region
- ✓ Eastern Metropolitan Region
- ✓ Southern Metropolitan Region
- ✓ South-Eastern Metropolitan Region



### How It Works

Fix Sell Pay offers a one-stop-shop solution. Once we've sorted out exactly what you need, you can sit back and let us do the heavy lifting.

#### **IN SUMMARY**

We carry out the complete renovation of your property based on our proven formula, with no money payable until your house sells.

#### THE FIX SELL PAY WAY

- 1 Say hello! Contact us on 1300 FIX SELL PAY or email us at info@fixsellpay.com.au
- **2 Booking.** We will arrange an appointment for one of our consultants to meet with you to assess your property's needs.
- 3 **In-depth consultation.** We assess your property, budget and requirements, as well as the current state of the property market. We provide expert advice to maximise selling price and potential through a tailored renovation.
- 4 **Quote.** We prepare a fully itemised quotation for you to consider and revise if necessary.
- 5 **Acceptance.** Once you're happy with the quote and wish to go ahead, simply sign the necessary Fix Sell Pay documents and return to us.
- 6 **Support.** We oversee the entire project, and are always available for questions, problem-solving and support as it progresses.
- 7 **Completion.** Your house makeover is finished and it's time to sell! Potential buyers can't wait to view this freshly presented home with everything taken care of all the successful purchaser needs to do is move in.
- 8 **Sale.** You're ready to begin the next phase of your life, secure in the knowledge that one of your biggest investments has paid off.
- 9 **Settlement.** It's easy. Payment for services we have provided will be arranged by your conveyancer by either Release of deposit or at Settlement.

### Meet The Team



#### Tara - Director

Tara has transferred her considerable business and organisational skills to the world of property renovation – with impressive results. Her dedication is clear.

"I'm enthusiastic about real estate and enjoy talking people through the Fix Sell Pay process. I also enjoy working alongside my husband. We make a great team"



#### Jamie - Sales and Real Estate

With 10+ years' experience in real estate behind him, Jamie has worked as a sales manager and sales representative. Now we get the benefit of his expertise!

"I'm an upbeat person and enjoy meeting new people. There's nothing better than getting to know our clients challenges and helping them find the right solution."



#### **Stephanie – Office Manager**

With over 20 years' experience within the accounting field, Stephanie keeps us on track with a keen eye on our books.

Stephanie also enjoys assisting with the marketing and other administrative aspects of the company, ensuring the smooth running of the office.

"I pride myself on customer service and I'm dedicated to helping our clients achieve success."



#### Tayla - Project Administrator

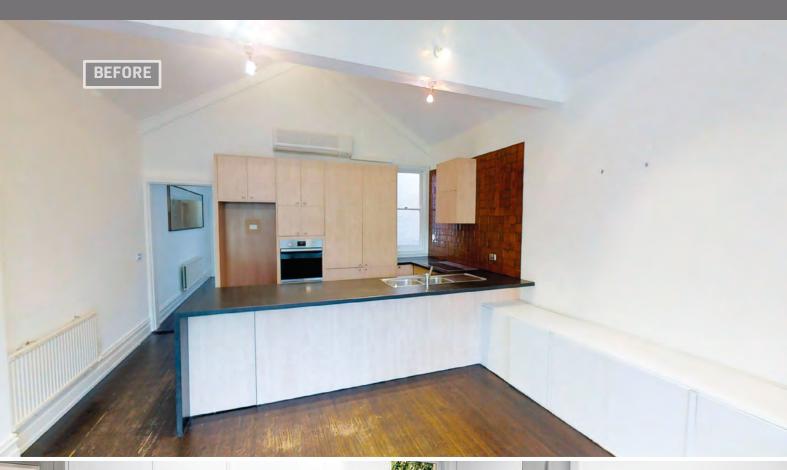
Tayla has many years' experience dealing with clients and suppliers, and brings those skills to life when managing our projects. Tayla works closely with our builder to make sure jobs run smoothly and in a timely manner.

"I enjoy being involved in all projects from the very beginning, its so exciting to see the progress and transformation of the properties we work on."





# Past Transformations









# Past Transformations









# Past Transformations





# **Completed Properties**

Fix Sell Pay has renovated over 804 homes across Melbourne.

Below are just a select few of our success stories which have resulted in an amazing profits for our clients.

SUBURB	BEFORE VALUE	RENOVATION COST	SOLD PRICE	TOTAL PROFIT
Little River	\$1,150,000	\$148,355	\$1,400,000	\$101,645
Mooroolbark	\$717,000	\$25,798	\$835,000	\$92,202
Point Cook	\$690,000	\$38,119	\$790,000	\$61,882
Doncaster East	\$1,425,000	\$88,597	\$1,625,000	\$111,403
Bentleigh East	\$1,340,000	\$45,633	\$1,412,000	\$26,367
Seaford	\$465,000	\$17,479	\$515,000	\$32,521
Somerville	\$627,000	\$40,123	\$755,000	\$87,877
Glen Waverley	\$922,000	\$72,516	\$1,130,000	\$135,484
Reservoir	\$572,000	\$68,897	\$670,000	\$29,103
Tarneit	\$440,000	\$27,696	\$510,000	\$42,304
Mount Eliza	\$1,280,000	\$159,173	\$1,730,000	\$290,827
Richmond	\$1,212,000	\$11,044	\$1,300,000	\$76,956
Craigieburn	\$541,000	\$99,833	\$690,000	\$49,167
Delahey	\$515,000	\$49,987	\$605,000	\$40,013
Point Cook	\$895,000	\$56,562	\$1,011,000	\$59,438
Hoppers Crossing	\$532,000	\$106,738	\$672,000	\$33,262







#### Yin -

Jamie and his team from Fix Sell Pay did a fantastic job to prepare my property for the sale. The house now looks like brand new! Highly recommended!

#### Robert -

I used Fix Sell Pay to get my house ready for auction. I found the tradies of the highest quality, The communication between the project manager and myself was excellent and everyone was so helpful. The result was amazing my place looks like new. I totally recommend it and a great way to go about it if you're thinking of renovating before selling.

#### Christopher -

Fix Sell Pay were just the team we needed. We had already purchased our next home and needed to arrange some sizable improvements to our current home to urgently prepare it for sale via auction. We explored alternative providers, but they all had too long a lead time for work to commence. Fix Sell Pay were able to commence work at short notice after contracts were signed. Our works included new dining floor tiles, full interior painting (doors, trims, ceilings 2 coats, including a color scheme change), new paving to our outdoor entertaining area, a brand-new side fence, a new gas heating unit install, and new carpets throughout. The quality of all works was excellent, no defects were identified, and all the work was completed in under 2 weeks and in line with our very tight schedule.

What's more, all Fix Sell Team members from Jamie as project lead (top bloke) to Brittney on the support desk who was always friendly and reliable, to Sarah the painter with her positive energy and hard work ethic, all felt like family members helping us on the journey in our time of need. These guys are great. If you are considering using these guys, don't hesitate. Thanks, Fix Sell Pay. We're very pleased with the whole experience and will definitely be in touch when we need your help again.

#### Sharon -

Having been happy with our first experience with FSP, we used them again to ready a very tired old unit for sale.

Running a business and living a fair way from the property, having Jamie and his team manage the refurb made it easy, and once again we were happy with the result, which was a bright fresh brandnew-looking unit.

#### Jon -

These guys have done a seriously great job of bringing our house back to life. After 22 years of living there, it was time to move on, but we didn't have the money to fix the place. Fix Sell Pay came to the rescue and turned a run-down but liveable dwelling into a great-looking family home. Jamie and Andrew are great to deal with and easy to get a hold of. Thanks, Guys.

#### Peter -

Renovation completed by Fix Sell Pay, all works completed as promised down to the smallest details, and everything followed up. Project Manager Jamie's communication and guidance were excellent, always felt comfortable giving him a call!

Tradesmen were friendly, professional, and very talented and I felt comfortable with them in my home.

#### Kim -

Having a one-stop solution to project manage various trades and quickly prepare the house for sale is such a big help. Selling is tiring. FSP's initial guidance and experience help you work out where to best direct your efforts.

### **Testimonials**

#### Kris -

The team at Fix Sell Pay are amazing. A stand out has to be Jamie who took on the role of Project Manager for my house in Melton West. Living interstate and having a renovation done in Victoria was, to say the least amid COVID-19 restrictive and challenging. But Jamie rose to the task, he answered all my questions and was there for a shoulder to cry on. He went over and above his role and in the end we now consider Jamie as a part of our family. Jamie and the team changed a tired old house into a stunning three-bedroom home. It was a complete renovation and turned out better than expected.

Jamie used his people management skills and negotiation abilities and gave me a renovation that doubled our investment. So happy with everything. Jamie, you are worth your weight in gold.

Thanks to the FSP team, I am thrilled with the result.

#### Wendy -

Thank you to Jamie, Andrew, and the team at Fix Sell Pay.

The improvement to my property was outstanding. They did a great job and I couldn't be happier with the quality of their work and their professionalism. With Jamie acting as the seller's advocate on my behalf choosing the agent and getting top dollar for my property, I couldn't be more happier. I would recommend FSP to anyone looking for a reputable and professional company.

Thank you very much Fix Sell Pay.

#### Jay -

Thank you Fix Sell Pay for not only completing the work one time, within our budget but your staff's professionalism and standards have blown me and my wife away.

What a difference you have made to our life.

#### Sharich -

A big thank you to Jamie and the team at FSP.

They project managed the improvements to a property we wished to sell. Living and running a business some distance away took all the stress and effort away from us, we left it all to them. The result was good, and with Jamie acting as the seller's advocate on our behalf choosing the agent, and negotiating the price we got a quick sale and top dollar for the property.

#### Kate -

Just had a few updates to my home needed before I was able to sell. being a single mother of 3, I didn't have the time, energy, or funds to take this project on myself and honestly wouldn't have known where to start. FSP really made this super easy and stress-free and the result was great! Couldn't be happier!

#### Michael and Margaret -

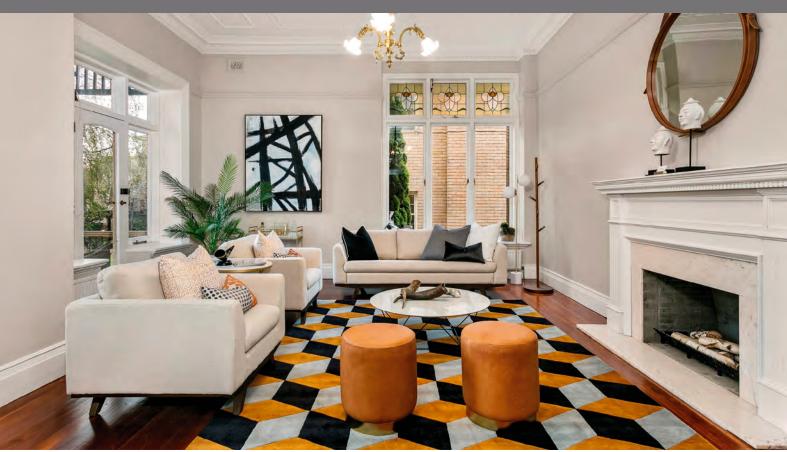
We are so pleased we contracted Fix Sell Pay to do our renovations. From start to finish, we were kept informed as to our schedule of work. The works were completed when they advised they would be. Andrew, Jamie, and David were upfront and kept in touch throughout the entire process. Thanks to our trades Tony, Greg, and Alex who made the entire process an easy one. They did a great job, and we couldn't be happier with the quality of their work and their professionalism. We will use Fix Sell Pay for our mother's renovations and ours when we purchase another home for any renovations we would like to do. We would have no hesitation in recommending them to anyone else looking for a reputable and professional company to ensure their job was completed on time without rushing any part of the renovation. Thank you again to the team from Fix Sell Pay.

Your property is usually just one in a very long list of properties a buyer will see, so it's crucial that they see it in the best possible light. The more desirable your property appears, the better your sale price is likely to be.

Fix Sell Pay offer a styling service for our clients to ensure your property is shown at its absolute best when you come to sell. Below are examples of some properties we have styled for their sales campaign!



# Property Styling









# Property Styling





## Our Builder

ComRes Constructions is a registered builder that operates throughout Melbourne, specialising in unit developments and home renovations. Our scope of works ranges from multi-level apartments, outdoor decks, home renovations and new home builds. Our focus on attention to detail ensures all of our customers are left extremely satisfied. We are the main supplier to Fix Sell Pay and take care of all their clients' building needs.

ComRes has recently formed an exclusive partnership with Fix Sell Pay and as such is delighted to be their builder of choice. ComRes as a registered builder carries out all the works for Fix Sell Pay in a timely and professional manner.











## Our Suppliers

ComRes Constructions use reputable brands and high quality products. Some of our suppliers are listed below:























**Budget Glass** 















#### **Andrew - Builder**

ComRes Constructions has vast experience in building boutique homes, apartment buildings and domestic renovations. Andrew is proud that Fix Sell Pay has appointed his team of specialists as their exclusive building partner to carry out all the renovation works that are required.

"My passion for building and construction began at an early age, which was hard not to develop as I spent so much time with my father, who is a well-regarded architect and builder. I remember travelling around with my dad at 13 years of age and being excited to visit all of the sites. Many years on, I still enjoy it just as much as I did back then."



#### Rowan - Major Projects

Rowan has worked with Andrew for 10+ years on major projects such as apartment buildings and townhouse multiplexes. He oversees all of ComRes' major projects above \$250K+ as he is dedicated and has a keen eye for detail. Rowan also has immense experience in all forms of carpentry, stair building and decking construction.

"I like working with my team to get the best results possible for our clients. I can always trust my team's work is of the highest quality."

### Meet the Team at ComRes



#### **Darren - Site Supervisor / Carpentry**

Darren works with ComRes as a site supervisor and carpenter. He is a cabinet maker by trade and ran a successful business of his own for many years. Darren is meticulous and always checks over the finer details.

"Working with ComRes and Fix Sell Pay, I get to meet all types of people from all walks of life. It's so rewarding to see how our work is changing their lives in such a good way."



#### **Grant - Plumber**

Grant has been an integral part of the team and has a great understanding and knowledge of the business. His determination and commitment to our quality standards is second to none.

"I enjoy working for ComRes, the team is so friendly and dedicated to the job at hand and that's why we have so many happy clients."

## FSP Realty Advisors

#### **WHO WE ARE**

FSP Realty Advisors was built on the demand from our clientele to provide an end-toend service from renovating homes to then selling those homes.

By using FSP Realty Advisors, there are some great perks. Not only will you have the headache of the entire selling process taken away, but we will carry your marketing costs in the meantime and our advisory service is free.

#### WHAT WE DO

Our free advisory service to our customers includes helping you select the best local agent and negotiate rates and sales-campaign options on your behalf, and then offer extra support during the sales or auction campaign.

We can do this because we have recruited people with strong industry knowledge and now have a team of experts with over 10 years' experience in the Building, Renovating and Real Estate Industries. As a company we pride ourselves on being equipped with the knowledge and experience to assist all clients in the makeover process and then in the selling process. We have a large and very extensive network of tradespeople, interior designers, real estate agents and more, providing a full service to meet any customer needs.





Thank you again for your support and wonderful job at Dad's place, I just wish that he could have seen it and was now living with us in his unit. Just wasn't meant to be, which is difficult to accept under the circumstances. I appreciate everything the team at FSP has done. Thank you.

#### Mitcham - Kelly

After Andrew and his team had completed such an amazing renovation on our property, we initially overlooked engaging FSP REALTY ADVISORS to sell it for us. One call to Jamie Hughes was enough to change our minds.

After our very first phone conversation we were convinced that it was the right way to go. Jamie talked our language and was very realistic and honest in everything he said. He was also highly motivated and energetic and we never doubted that he would do his absolute best to achieve a great result for us.

Jamie made the effort to find the best agents for us and wasted no time in getting the ball rolling. He was on site to meet the agents and give them access to the property, saving us a trip. He also engaged the stylists who got the apartment beautifully presented for sale; another job we didn't have to do. After our auction campaign commenced, Jamie provided us with updates and feedback as and when required and come auction day he was there to hold our hands.

We were thrilled to get an absolutely amazing auction result: \$126 000 above our reserve price. We are positive we wouldn't have been so lucky if we hadn't had Jamie on our team. We highly recommend anyone engaging FSP to do their renovation to also have Jamie act as their selling advocate.

#### Burnley - John and Renae

On a personal note, FSP realty was very helpful to me and every step was explained to me. Jamie, I cannot thank you enough. I found you always available and no question was left unanswered. Thanks to all the team, I not only had the renovations done to a very high standard, I was able to pay for my wedding and buy a new car and a caravan with the extra money I made on the sale. Thanks again and, Jamie, you are an absolute gem!

#### Narre Warren - Mark

## FSP Realty Advisors - Testimonials

I wanted to take the opportunity again to sincerely thank you, Jamie, for your hard work and a fantastic result. You have no idea how appreciative I am for all you have done. Communicating with you has been so easy and there has been no "crap" along the way and for that I thank you. You and the FSP team have been so supportive and professional and nothing has been too difficult. I will be forever grateful and will have no hesitation in recommending you and the FSP team to others.

#### Thornbury - Jane

Valued \$280,000

Spent \$14,000Sold \$359,000

Profit \$65,000

The work and helpful staff at Fix Sell Pay were wonderful. The help and advice we received from Jamie their Sales Consultant was second to none both on the quoting side and the FSP Realty side. I would recommend Fix Sell Pay as a means to get your house ready for sale and for the sale itself.

#### Hallam - Ray

Jamie Hughes and the team at FSP Realty Advisors assisted me with the sale of my property in South Morang.

Jamie was there for all the mundane tasks that must be done when selling a property. Everything from engaging agents, negotiating rates, advertising and taking photos. He took the pressure right off and the property was sold in a matter of weeks for a higher price than first thought.

For his assistance I hold FSP in the highest regard and wish them all the very best.

#### South Morang - Sue

Our recommendation on selling your property would be to utilise the FSP Realty Advisors arm of Fix Sell Pay to ensure that you choose the right agent, as well as having someone with the knowledge of Jamie to act in your interests on all negotiations.

Thank you so much.

#### Wheelers Hill - Judy and Stephen

Valued \$850,000

Spent \$237,000
 Sold \$1,200,000

Profit \$113,000



## Queensland Branch









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