



Why seniors sell through Utopia

“When selling a home, you need a real estate agent who understands the sentimental value as much as the market value,” advises Adrian Bartholomeusz, the principal of Utopia Real Estate. “You want a team with a thoughtful and caring approach that will go out of their way any time of the day to alleviate their clients’ concerns and talk them through any complications that may emerge during the selling process.”

For the elderly, making the transition to an aged-care facility and selling the place they have long called home can be extremely difficult.

Utopia understands the need for patience, and its boutique operation means the team can work closely with clients to create a seamless and straight-forward process. Brilliant personalised service means the team is always happy to chat, even outside of business hours.

They recognise the need to stay within budget, offering a competitive commission rate alongside a cost-effective marketing campaign, giving excellent value while achieving a great selling price.

During the COVID-19 restrictions, Utopia’s practical and hardworking agent listed and sold 3 properties, adding to their proven track record of negotiating the best prices from buyers, even in difficult circumstances.

“Each sale is treated as a priority, and Utopia goes above and beyond to deliver a positive sales experience and ensure that this big step for our clients is as painless as possible,” adds Mr Bartholomeusz.



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