



## **Hot Information for Investors, Developer, Builders, Architects**

FACT: Housing market over-stocked with property

FACT: Buyers are seeking more value for their buck

FACT: Buyers are now better educated at determining the true cost of items

The market today is a buyers market. With so many properties to choose from prospective buyers are looking for those properties that really deliver value for money. Australia has undergone a massive educational drive about educating consumers on renovations and new buildings. From the renovation television programs, to mass media advertisements any one can quickly determine the price of tiles, vanities, toilets, showers etc.

The critical mistake that investors, developers, builders and architects make is that they often simply put a stock standard item in the bathroom. Little attention is given to the furniture which is selected and placed. Whilst now buyers are looking for functionality and uniqueness and simply seeing a plain bathroom will automatically cause the buyer to worry about renovations. This will of course affect the price, as any work needed would be factored into the revised price offer for the property.

Developers will sell properties quicker and at a higher rate if they focus on finishing the property with items that make it different to other property stocks.

The key is that once something different and unique is placed in a bathroom especially furniture then this will reflect a greater value for all other items within the property. If a buyer sees a cheap imported vanity which they know is worth \$300.00 and you are asking over \$1,000,000 for your property then guaranteed this will be reflected in their purchase decision. You may well and truly spend thousands on putting marble tiles and the most expensive frameless shower screens and tap ware but the bathroom furniture is average then don't expect to get the return. Remember the eye is the judge, so please it. So a cheap vanity has placed a false thought in the prospective buyers mind that the rest of the property has been done "on the cheap".

Bathroom furniture is the key feature to any project and careful attention to its selection is instrumental to your market success of your property.

Avaria suites are all unique, exclusive, and not run of the mill, They are different in style and function and they are not easily judged. As Avaria is not a mass marketer or producer of bathroom furniture buyers will be left baffled with trying to cost an Avaria suite. Often Avaria suites are considered as being customised and therefore are at the top end of the price range.

An Avaria suite will work out to be your best investment as it will add considerable value to your project and will assist in contributing to getting the maximum possible market price.

Let Avaria be your secret in your next project.