

Problem solving drives dreams

This week we learn a little more about **Mitchell Dickens** of Ray White Lifestyle

Q. Has real estate always been your career?

Before real estate I was a high school teacher and marine biologist in North Queensland.

Q. What attracted you to the industry?

The challenge of helping clients solve problems and achieve their dreams.

Q. Where do you live, and what's great about that area?

I have lived in Maroochy Waters since 2005. This is a great precinct with the Maroochy River at one end of the street and canal at the other and all just a stroll from Sunshine Plaza and Duporth Ave. This area is still undervalued in my book and is yet to reach its full potential. A perennial "hot spot" if ever there was one.

Q. What do you do when you're not negotiating property deals?

Negotiate property deals in my sleep. You have to be a bit of a workaholic

in this business. Work is occasionally tempered by visits to good restaurants and the occasional short break away.

Q. What would you say to sellers contemplating listing their property?

Choose your agent very carefully. We are not all the same. Beware the agent who tells you what you want to hear. To do the job well, your agent must explain a selling strategy that you are comfortable with.

Q. What would you say to buyers contemplating entering the property market?

Only work with agents who will present your offers in writing. With most properties now being listed by auction or "by negotiation" the only reliable way of getting a feel for a vendor's expectations is by making offers. The only risk you take in making a written offer on the property you like at a price you can afford is that you actually buy the property. If the



vendor says "no" — you are simply back where you started from, but with a lot more valuable information for your troubles. This is the way to buy property well.

7. Is there something else that our readers might be interested in?

Ray White Lifestyle has a major auction event coming up on Saturday, January 23, at 28 Ferguson Ave, Buderim. This will be a benchmark Ray White auction not to be missed. This gracious Buderim residence is on a huge 1470sqm block and enjoys one of the very best addresses on Buderim. My advice... "don't miss it!" 