

Mehmet Tavli

Selling Principal



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About Mehmet



Mehmet Tavli, a seasoned Real Estate Agent and founder of M1 Realty, brings a wealth of life experiences and professional expertise to the table.

Hailing from Turkey, Mehmet grew up amidst a bustling household of 8 siblings, where he learned the values of family, hard work and perseverance.

His journey began in the hospitality industry, where he gained valuable insights working in International Hotels, immersing himself in diverse cultures and forging connections with people from around the world.

In 1987, Mehmet made the life changing decision to immigrate to Australia, settling in Sydney until 2004. During this time, he explored various career paths, excelling as a Financial Advisor and even venturing into the world of fashion with his own menswear brand, TAVLI Sydney. However, it was the allure of real estate that truly ignited Mehmet's passion.

Since relocating to the Gold Coast in 2004, he has found his true calling in

helping individuals and families find their dream homes and investment properties.

In 2017, Mehmet took the bold step of founding M1 Realty, a name that reflects his deep connection to the vibrant city he calls home. His commitment to exceptional service, coupled with his keen negotiation and marketing skills, has earned him a solid reputation in the real estate industry.

With Mehmet Tavli by your side, you can expect not only expert guidance in real estate but also a friendly, reliable partner who is deeply rooted in family values and community spirit.





CHOOSING THE RIGHT AGENT

In the world of real estate, where dreams are transformed into reality and properties evolve into homes, choosing the right professional to guide you through such a journey can ultimately affect the outcome and result of your sale. With a passion that sets the industry ablaze and a commitment that is second to none, Mehmet Tavli invites you to embark on an exceptional journey through the world of real estate, guided by his unwavering dedication, expertise, and a touch of magic that turns transactions into transformative experiences.

EXPERIENCE MATTERS

Mehmet Tavli's reputation is one of excellence. He is not just a Sales Agent; but a trusted advisor, and a facilitator of your real estate aspirations. 20 Years of experience in this industry has given Mehmet a profound understanding of the market, an innate ability to listen and understand people in the deepest form as well as an eye for the extraordinary. Mehmet doesn't just match buyers with properties; he orchestrates a symphony of possibilities that culminate in perfect harmony.

PASSION & EFFORT

When you meet Mehmet, you'll immediately sense passion and enthusiasm he bring to his work. Every transaction becomes a work of art, and every client a cherished collaborator. His unparalleled dedication to your goals is not just a promise; it's a commitment etched into his DNA. He will stop at nothing to ensure your real estate journey is nothing short of extraordinary, whether you're buying your first home, investing or selling a cherished property.

COMMITTED TO SELF DEVELOPMENT

Constantly evolving along with his dedicated and exclusive arrangement for the Gold Coast region, his constantly developing and evolving skill set is the key to ensuring his clients profit from his skills as well as insights into making informed decisions, and his guidance is your ticket to unlocking the full potential of your property ventures.

PSYCHOLOGY AND PEOPLE

Beyond his extensive knowledge and professional prowess, Mehmet is a master of empathy. He understands that every property story is a unique narrative, and he excels at comprehending your specific needs, aspirations, and challenges. Mehmet doesn't just meet his clients; he connects with them on a personal level, building relationships that last a lifetime. "Human first, Agent Second"

Giving Back

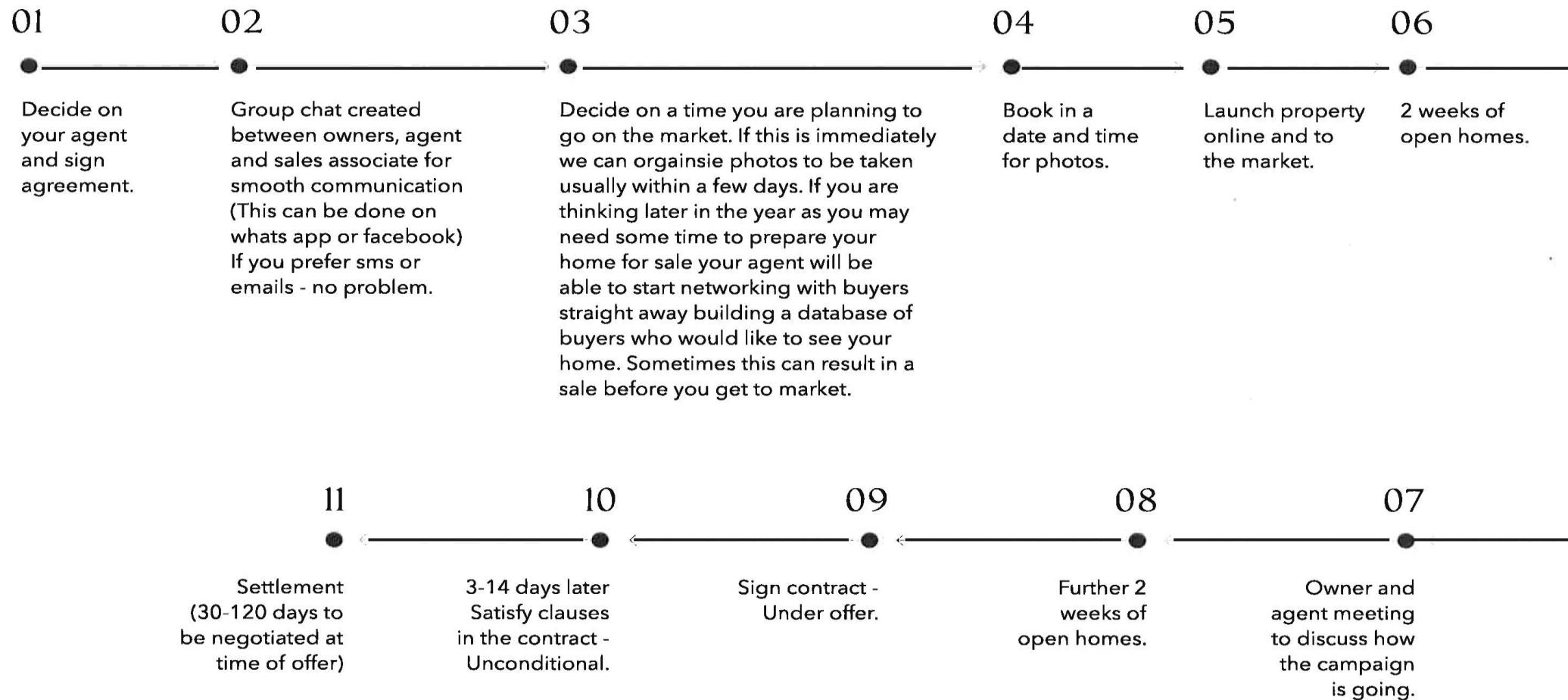
Mehmet is always out and about in the community; He had held committee roles in local community groups including:

- President – Pacific Pines Football Club
- Vice President of GC Chamber of Commerce
- President – Rotary Club of Nerang

M1 Realty had sponsored many local organisations including Rotary Club of Nerang, Nerang Eagles Soccer Club, Local Juniors Rugby League Club, Nerang State High School just to name a few.



The Sales Process



Preparing Your Home For Sale

There are three key areas to focus on when preparing your home for sale to help you get the best price:

01 Make Simple Repairs

One of the biggest turn-offs for buyers is wear and tear such as chipped tiles, cracked windows, scuffed paintwork, stained carpets, and other obvious signs of damage. These unsightly areas instantly alert buyers there is work required which can diminish their initial enthusiasm for your property and lower the price they are prepared to pay.

02 Clean and Declutter

Study other houses currently on the market and you will see they have been decluttered, cleaned thoroughly, and may even have been styled to look modern and pristine. Removing lots of clutter makes the prospective buyer able to see the room properly while more importantly, making the room appear larger. Cleaning the house, even hidden areas such as under the sink, makes the house look well-cared for. This gives the buyer a subliminal impression that the house has been well-maintained and there should be no hidden problems.

03 Style Your Home

Styling is another instant facelift that can give your property a fresh look which appeals to buyers. You can hire a stylist to



take care of this for you, or hire furniture and accessories and do it yourself. If you're handy and have good DIY skills, you can undertake many of the small jobs around the house yourself, bringing it to peak condition and ready for sale. If not, you can hire a local handyman to help you. Walk through the house with a notepad and create a list of all the areas which needs improvement.

Before Your First Open Home

In the weeks leading up to your photos date, start thinking about removing anything that you are not likely to use on a regular basis and put them into storage containers in your garage. If you haven't used it in the last 6 months, then it can go into storage. This will make your final packing a lot easier also as you will likely have to pack these things away anyway.

Please put all your lights on if possible before your agent arrives, this will help them set up your open home quicker, if this is not possible, we will do this for you and make sure everything is off before we leave and that all doors are securely locked.

Smell is important, if you can arrange diffusers, candles and flowers before your open, this will help create a positive and good energy before your open home.

Please remove any personalised items that may give your identity away if you don't want people in your community to know this is your home, as it is likely in some case that friends or people you may know might be looking to buy. This could alleviate awkward conversation at school drop off.

Open For Inspection Checklist

- Is this house cleaned?
- If applicable please leave the garage remote or shed key in the cutlery draw
- Is the heater or A/C on?
- Is the garden tidy? Does the grass need to be cut?
- Are all beds made? Cushions in place (on bed and on the couch)?
- Are all the dishes put away?
- Is the kitchen and bathroom bench top cleared?

- Is the kitchen and bathroom bench top wiped down?
- Are the candles or diffusers turned on?
- Are all the lights left on (including lamps)?
- Are all curtains open?
- Are all toilet seats down?
- Pool and Spa lights on? (if applicable)
- Remove the spa cover and turn the spa on (if applicable)
- Remove any animal items from the backyard

Preparing Your Property For Sale Checklist

Front fence

Is it in good condition? Does it need vines pulled away, a paint job or repairs?

Front lawn

Is it lush and tidy?

Pathway

Are there cracks that need to be fixed? Would paving paint give it a nice face lift?

Front door

Is a new door required, or does it need to be painted?

Windows

Are they clean and do the surrounds need filling or painting?

Facade

Does it need to be pressure-washed or repainted?

Interior walls

Are they all looking pristine or freshly painted in neutral tones?

Architraves

Are they chipped, dented or need new paintwork?

Flooring

Are the carpets clean and in good condition? Are the floorboards underneath which can be polished?

Kitchen

Are the cabinets in good condition? Would painting them improve and modernise the space? Would replacing the benchtop make it look contemporary? Does the splashback need to be replaced?

Bathrooms

Are the tiles in good shape? Does the grouting need to be cleaned or replaced? If the tiles are dated, would they be better painted with tile paint?

Laundry

Is there ample storage and useful counter space?

Backyard

Are the plants trimmed and garden beds weeded? Would planting some flowers and pots of colour add some wow factor?

Pool

Is it clean, properly fenced and surrounding areas furnished with an inviting setting?

Lighting is important

Replace any bulbs that have blown and consider using a brighter bulb to help lift darker hallways and rooms

These are some of the areas to consider revamping to create a positive impression of a well looked after house. Discuss with your agent which areas you should overhaul before holding open homes. You want to ensure you are increasing appeal without over capitalising.

Testimonials from Our Clients



Excellent, Could not be happier

Mehmet and Michelle sold our house in under 48 hours for well above the asking price. They also bought our 1 year old a gift for her birthday. To say they have been caring and competent would be a huge understatement. Thank you to M1 for helping to change our lives

Jarrod



Excellent. Don't go elsewhere

M1 realty are professional, competent and go above and beyond for their clients. M1 realty sold our home in under a week for above our desired price. I would not hesitate in recommending the team at M1 Realty!

Conor and Daniel



Exceptional Agent

Mehmet and Michelle Tavli are exceptional agents who went above and beyond to assist us in the sale of our family home! Nothing was too much trouble. I can't thank them enough for their professionalism and excellent communications throughout the selling process. I would highly recommend Michelle and Mehmet when considering selling your home.

Kerry

Results That Speak for Themselves



135 San Fernando Drive, Worongary
SOLD



9/2 Girraween Grove, Ashmore
SOLD



48 Government Road, Labrador
SOLD



4 Bass Court, Oxenford
SOLD



9 Rarotonga Rise, Pacific Pines
SOLD



63/34 John Francis Drive, Carrara
SOLD



4C/2-18 Riverview Parade,
Surfers Paradise **SOLD**



25 Armstrong Way, Highland Park
SOLD



100 Hill Drive, Pimpama
SOLD



33A Armstrong Way, Highland Park
SOLD



83 Henri Robert Drive, Clagiraba
SOLD



33 Sandalwood Terrace, Nerang
SOLD



**THANK YOU FOR TAKING THE TIME TO
READ THIS PRE-LIST INFORMATION**

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