

Table of Contents

- | [Contact Us](#)
- | [Our Story](#)
- | [Selling Your Property](#)
- | [Buying Your Next Home](#)
- | [Give us a call](#)

Contact Us



DANIEL POLLOCK

PROPERTY CONSULTANT

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As your real estate partner, Daniel combines his local knowledge and genuine dedication to deliver a client-centred approach. His commitment to excellence, combined with a deep understanding of the Mackay community, ensures that you receive top-notch service and guidance throughout your real estate journey.

Daniel's passions away from work revolves around quality time spent with his family. Whether it's supporting his son playing local sport, taking him out (with Mel of course!) exploring our beautiful region or sitting down together to watch Collingwood in action, it's family that makes Daniel tick.



MELANY POLLOCK

PROPERTY CONSULTANT

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Melany's prior experience in health and education has shaped her approach, emphasizing respectful and collaborative communication, practicality, and proactive customer service. As someone strongly connected to Mackay, Melany understands the unique dynamics of the local property market. She brings a consistent and energetic approach to her work, aligning with our sales team's commitment to providing ongoing support throughout the property sales process, with the goal of achieving positive outcomes for our clients.

A family-oriented adventurer, Melany is passionate about connecting people to their dream homes while enjoying life's adventures with her own family. When she's not assisting clients, you can find her exploring the region with her family, cheering on Collingwood, or lounging on the beach with her dogs. Melany is also actively involved in coaching her son's sporting endeavors, along with junior and senior netball, which she loves. Her favourite food is ice cream, and her favourite pastime is overseas travel with her family.

[Want to know what your home is worth?](#)

Our Story

We are enthusiastic to serve the vibrant real estate markets of Mackay, Sarina, and Nebo. Working from our conveniently located Mackay office, we are genuinely excited to share our experience and local insights with both our long-standing, valued clients and newcomers beginning their real estate journey.

With the Pollock's working as a team, you can expect a high level of professionalism, characterized by honesty, hard work, and prompt communication. Our aim is to make your real estate experience as authentic and meaningful as possible. Supported by our dedicated and experienced Sales Team, we are here to help you navigate the next phase of your real estate journey.

Please get in touch today to discuss the next chapter of your real estate story.

Selling Your Property

We understand that selling your home is a big decision based on many personal objectives. Our intention is to implement the right sales strategy for your property and your personal needs, so to start the process a candid discussion with us regarding your situation will enable us to propose the best solutions for you. The main three proven methods of sale offered include:

Private Treaty

When selling by Private Treaty, you decide an asking price before your property is listed for sale. While many people may feel more comfortable with the idea of setting a price, there are a few things to consider.

You'll need to firstly determine a realistic asking price. This in itself is a difficult process as the true value of any property is what the market is prepared to offer. If a property is underpriced, it will sell quickly and the price cannot be maximised. If you overprice your property, it may sit on the market for a long period and run the risk of becoming 'stale' or being overexposed.

While this method seems more relaxed, there's also less incentive for buyers to negotiate, complete enquiries and move quickly to complete their purchase. Buyers are sometimes tempted to use the absence of a time limit to their advantage.

We have an excellent knowledge of recent comparable sales in your area and will assist you to arrive at a realistic price and marketing strategy for your property, if you select this method.

Openn Negotiation

What is it?

Openn Negotiation is an online property purchasing platform designed to be transparent and fair for both buyers and sellers. Managed by professional real estate agents, it allows qualified buyers to openly negotiate on price with the advantage of knowing exactly how many real competing buyers there are.

How does it work?

Once buyers terms are accepted by the seller, there's complete transparency on price for everybody. You can see all competing bids. Buyers will never miss out on a property because they didn't know how much to pay and sellers can be confident they've sold their property for the best price.

The Openn Negotiation process has two stages:

1. The Campaign Bidding Stage
2. The Final Bidding Stage

The Campaign Stage is from the time of listing until the Final Bidding Stage starts. This is when the agent is qualifying buyers, holding home opens and inspections. Only qualified buyers, approved by the Seller, can participate in the Final Bidding Stage. The Seller can choose to change the reserve price and the Final Bidding Stage date throughout the Campaign Bidding Stage.

Auction

At auction, buyers bid against each other to purchase your property. It is the preferred method of sale for beneficiaries, governments, banks, administrators, executors and trustee companies, corporations and, of course, private vendors.

If the highest bid at auction is acceptable to you, the sale occurs at the fall of the auctioneer's hammer. The property is 'passed-in' if the highest bid fails to meet your reserve price.

For the owner, auctions have several benefits including:

Competitive bidding – You enjoy a position of strength as buyers compete against themselves instead of you

No pricing issue – You have the benefit of several weeks of market feedback before setting your reserve. Because there is no advertised price, strong demand can sometimes result in a sale price above expectation

Three opportunities to sell – before, at auction or immediately afterwards

Tight timeframe – Buyers have a set timeframe to work towards, usually three or four weeks. This focuses your buyer's attention and provides the incentive for finances and building inspections to be completed in time for auction day

Unconditional contract – You get a cash contract where you dictate the terms and conditions

No cooling off – A sale made under the hammer is definite and there is no cooling off period

Online auction systems, such as Openn Negotiation, provide an exciting, proven alternative to on-site auctions and can make access easier for buyers in some circumstances. Let's discuss these alternatives to determine what best suits you.

[Access our Home Seller's Guide](#)

Buying Your Next Home

Buying a home is about the biggest financial commitment you'll ever have to make, so just as well it's one of the things in life that DOES come with a guidebook!

As much as buying a home is an exciting turning point in your lifestyle, you certainly don't want to make any mistakes. Our Home Buyer's Guide is exactly what you need to get prepared and secure your perfect home, as soon as you find it.

[Access our Home Buyer's Guide](#)

The Real Estate market in our Region at the moment is hot, which means we are seeing buyers miss the chance on making an offer on their dream property! To make sure this doesn't happen to you, you can register your details and requirements and we will make sure you get an email alert for every new property when it is listed!

[Receive new property alerts](#)

Are you looking for your next home or investment? It might already be waiting for you! Even if you don't see our name on the listing, our sales team works together so we are happy to help you with any property you see on our website. Actually, we can help you with any property you see listed on the market by making the initial contact with any agent for you, just let us know how we can help you on your search.

[Current Listings](#)



Give us a call

We would love to catch up with you to further discuss your Real Estate goals or just to answer any questions you may have.

Give either of us a call today.

Daniel & Melany Pollock

