Don’t Miss Out
PLAN NOW FOR SPRING SELLING

With the traditional winter slow down nowhere to be seen and interest rates staying low, the real estate industry is holding its breath for a bumper spring and the message for vendors is to start planning now.

SOLD IN FOUR WEEKS
$353,000

4 Riverview Crescent, Catalina

In this issue of Property News:
• Easy, Inexpensive Ways To Add Value
• Record Spring Sales Likely
• Getting It Right As A New Landlord
A letter from the Principals

Dear Reader,

It may be just the start of winter, but anyone thinking of selling in Spring really needs to start planning now.

Spring is traditionally the peak selling period and it may seem a long way off, but that’s a good thing as there is time to get your home ready so it will show to the best advantage.

We are more than happy to go through the home with you, provide a market estimate and give you some tips on the things you need to do to improve your bottom line.

Many people are often surprised at how little effort and expense is required to maximise their profit.

We are more than happy to take the journey with you. Give us a call today.

Greig McFarlane & Robert McBride
Principals

Shop 3, 6 North Street
BATEMANS BAY NSW 2536
phone: (02) 4472 1488
fax: (02) 4472 1408
web: www.eldersbatemansbay.com.au

Disclaimer Notice: Neither Elders Batemans Bay nor Newsletter House Pty Ltd, nor the publishers and editors of articles in this issue, accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. All the information contained in this publication has been provided to us by various parties. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own enquiries in order to determine whether or not this information is in fact accurate.

© Newsletter House Pty Ltd 2013
Ph: 02 4954 2100 www.newsletterhouse.com

Quick and easy ways to increase value

Tips to help your home stand out from the competition

When you’re about to put your home on the market, you want to make sure it will attract the attention of buyers.

And as long as it’s well presented generally, you don’t have to spend a lot of time or money doing this.

Just a little attention to detail will help it to stand out from the competition, thereby increasing its appeal and adding to its value. Some of the ways you can do this are:

Say it with paint

A coat of paint throughout the interior will freshen up your home and make it look and smell good to prospective buyers. Avoid the temptation to be adventurous with colours: buyers will have their own tastes and furniture, so a neutral shade is the best option.

Dress up your doors

If the cupboard doors and drawers in your home look a little tired, it doesn’t take much to dress them up. New knobs and handles for all your doors, drawers and cabinets will modernise your rooms and add sparkle to your home.

Revamp your light switches

You’ve probably been flicking them on and off for years without even noticing them, but a newcomer to your home could find them aged, yellowing and old-fashioned, to put it mildly. You can pick them up for a song at your local hardware store. An electrician will be needed to replace them, but this is not a costly exercise.

Do up your entrance

There’s no arguing with the fact that first impressions are important, so make sure the entrance to your home gives the right message to prospective buyers. If your front door needs painting or replacing, this is not an expensive exercise. Keep fresh flowers on any furniture in the entryway and buy new entrance mats if the current ones look even a little shabby.

Check your windows

It’s easy to live with your windows without noticing them but they can also affect the important first impressions of prospective buyers. Make sure you keep them clean and sparkling, and replace any tired-looking curtains or blinds. It doesn’t cost a fortune and makes a massive difference to the appearance of your home.

Tap into your bathroom

You don’t have to break the bank to update your bathroom. By fitting modern, attractive taps to replace outdated ones you will enhance its appearance.
Winter is traditionally the slow period in real estate when properties linger and sales are slow. But that has not been the case so far and the Elders Batemans Bay sales team is advising potential sellers to start preparing now for the top Spring selling period.

Indicative of the market’s strong demand was the recent 49 day, $353,000 sale by Bec Shepheard of 4 Riverview Crescent.

The three bedroom, two bathroom home boasts river and mountain views and attracted multiple inspections.

Appealing to both investors and owner occupiers alike, it is a two storey property. Upstairs is the main living and bedrooms, with access out onto a deck.

Downstairs there is a teenagers’ retreat or self contained living area with a large bedroom, kitchenette, bathroom and an area perfect to convert into another living area or rumpus room.

Listing agent Chris McDermott said there is a great demand for similar properties at the moment in the Batemans Bay area with Elders maintaining an extensive and growing database of buyers.

Agency principals, Greig McFarlane and Robert McBride, are urging vendors not to delay if they hope to benefit from what is shaping up as one of the best Spring selling seasons in recent memory.

With low interest rates and more buyers than sellers, it will be a big year.
How to get it right as a new landlord

Avoid these mistakes:

To succeed as a property investor, you need to avoid certain pitfalls

Mistakes made by some new landlords include:

Treating it as a hobby

The best investors remain unemotional about their properties. If you drive past each week to check the roses, perhaps you need to consciously distance yourself from the property.

Making friends with tenants

It’s not easy to serve an arrears notice on someone with whom you have a close relationship. The same applies to rent increases and bond claims.

Thinking of it as home

Good investment opportunities can be missed if investors judge properties by their own needs. For example, you may choose not to live in an apartment with no parking, but one close to public transport may be a great investment.

Neglecting the property

Improvements such as a coat of paint or necessary repairs can make a big difference to the value of your property and increase the rental yield substantially.

Not having a depreciation schedule

A depreciation schedule is the inventory of items that can be depreciated to claim a tax deduction. By investing a few hundred dollars to have a schedule prepared you can save thousands of dollars in tax.

Not increasing rents regularly

A small, regular rent increase is much better than a large, infrequent one that shocks the tenant so much they move out. As long as the increase is reasonable you should have no problems with your tenant.

Forgetting the bigger picture

In the excitement of buying your first property, you may forget the bigger picture of building a portfolio. Remember, the greater your equity and rental returns, generally the more you can borrow towards that portfolio.

Paying down in the wrong order

It can be tax effective to pay down non-tax deductible debts (such as home loans) before a tax deductible investment debt. Most investors have their investment properties in interest only loans until they eliminate non-tax deductible debt.

Using the wrong accountant

Good accountants who understand property are worth their weight in gold. Such an accountant can advise you as to how to structure your property portfolio around your plans.

Failing to use an experienced property manager

For a couple of dollars a day a property manager can save you thousands by ensuring your vacancy rate is low and your property obtains the highest possible rent.

To succeed as a property investor, you need to avoid certain pitfalls

Mistakes made by some new landlords include:

Treating it as a hobby

The best investors remain unemotional about their properties. If you drive past each week to check the roses, perhaps you need to consciously distance yourself from the property.

Making friends with tenants

It’s not easy to serve an arrears notice on someone with whom you have a close relationship. The same applies to rent increases and bond claims.

Thinking of it as home

Good investment opportunities can be missed if investors judge properties by their own needs. For example, you may choose not to live in an apartment with no parking, but one close to public transport may be a great investment.

Neglecting the property

Improvements such as a coat of paint or necessary repairs can make a big difference to the value of your property and increase the rental yield substantially.

Not having a depreciation schedule

A depreciation schedule is the inventory of items that can be depreciated to claim a tax deduction. By investing a few hundred dollars to have a schedule prepared you can save thousands of dollars in tax.

Not increasing rents regularly

A small, regular rent increase is much better than a large, infrequent one that shocks the tenant so much they move out. As long as the increase is reasonable you should have no problems with your tenant.

Forgetting the bigger picture

In the excitement of buying your first property, you may forget the bigger picture of building a portfolio. Remember, the greater your equity and rental returns, generally the more you can borrow towards that portfolio.

Paying down in the wrong order

It can be tax effective to pay down non-tax deductible debts (such as home loans) before a tax deductible investment debt. Most investors have their investment properties in interest only loans until they eliminate non-tax deductible debt.

Using the wrong accountant

Good accountants who understand property are worth their weight in gold. Such an accountant can advise you as to how to structure your property portfolio around your plans.

Failing to use an experienced property manager

For a couple of dollars a day a property manager can save you thousands by ensuring your vacancy rate is low and your property obtains the highest possible rent.

Let us take the worry out of renting your investment property

Call our friendly team of Property Managers on 02 44721488

Maureen Manning
Property Manager

Michelle Douglas
Property Manager

Real Estate
Batemans Bay