

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Sold in 5 Days



Buyers Turning To Database To Get An Early Break

A hot property market is seeing buyers increasingly listing themselves on the Elders Batemans Bay database so they can find out about properties as soon as they are listed and well before conventional web and press advertising starts.

The buyer of this semi-rural two-house property at Goldfields Drive, Jeremadra did just that. **DETAILS P.3**

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A letter from the Principals

Dear Reader,

Preparing to sell is a bit like the Christmas song "Making a list and checking it twice."

Right now there are many people looking at their selling options, particularly with the peak Spring selling season looming.

If you have decided to sell there is no time to waste.

Go to one or two open homes and look at presentation standards then sit down and make a list of the things you need to do to your home to get it up to scratch...everything from that creaking floor board to the paint on the front door.

Don't forget the fences, gates and gardens.

If you need assistance, someone to cast an experienced analytical eye over your property, call us and we will be pleased to help.

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4 steps to ensure your property is viewed at its best

Showcase your property in its best light by following these simple but effective points. An eye for detail counts when selling!

Why do some properties sell quickly, where others remain on the market for many months with no success?

In this story we look at four points that, if not considered carefully, can see your property languishing on the market for months to come.

Expecting an unrealistic price.

Selling real estate is very similar to trading in shares on the stock market.

Presentation levels, pricing and length of time taken to sell, all vary according to the area and the state of the property market at sale time. Buyers should select an agent who can provide them with accurate and timely advice on their area.

Agents may promise you the earth, but no buyer will pay more than what your property is worth in today's market.

Just because a similar property sold for a higher price 12 months ago, doesn't mean you can expect the same high price today.

Not offering flexible inspection times.

We all live in a fast paced world. Potential buyers may not be able to visit your property for an inspection at a time that fits in with your schedule.

For example, if a shift worker can only see your property at a time outside the advertised inspection times, it can be worthwhile offering flexible times for inspections so that every buyer gets the chance to inspect your property.



Make sure your property is clean.

First impressions are extremely important when inspecting a property for the first time.

It is not uncommon to hear of buyers expressing disgust to a real estate agent about the lack of cleanliness in a home that they had visited for an open inspection.

Don't allow untidiness to be the reason why a buyer dismisses your property.

If you don't have the time to clean the property thoroughly, spend a little extra money and hire a cleaner for a couple of hours to give the property a thorough clean from top to bottom.

Failing to fix up any broken items.

When we hold an inspection we are trying to create the thinking with a buyer that your property is, without a doubt, the place they should call home.

If every item, whether it be a simple light bulb or a fly screen, is in perfect working order, it leaves a strong message with the buyer that this property is a good investment as it has been cared for by the owner.



4 points worth considering to improve your chances of selling quickly

- Expecting a realistic price
- Flexible viewing times
- A tidy property tends to attract potential buyers
- Fix up any broken items around your property.

High end semi rural properties were once slow movers, but Elders Batemans Bay's Chris McDermott sold this 25 acre property in just five days for \$705,000 - almost double the Shire's median price.

"The buyer had been looking for just such a property for ages, so when he was advised of it via our database marketing, he snapped it up," Chris said.

"Across the board there is increased buyer interest and a stock shortage of these types of properties - hence the reason buyers are ensuring they are listed on the database in order to get the first opportunity."

Located midway between Batemans Bay and Moruya, 212 Goldfields Drive Jeremadra sits on 25 acres of near-level, partially cleared land and boasts two houses.

The spacious main three bedroom home also has a converted garage flat with its own kitchen & bathroom.

It is a brick veneer home with elevated ceilings, both formal & informal living, sun room and built in wardrobes.



The second home is an older style but neat and tidy three bedroom building near the rear of the block.

Chris said that buyer inquiries across the board are increasing in this steadily growing market and all of the indications are for a record Spring selling period.

"This year, in particular, local buyers are facing increased competition from Sydney buyers who perceive real value in our market.

"For anyone looking for a property, the answer really is to come and speak with us and get onto the database."



Where Results Count ... Elders Batemans Bay

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Our focus is to generate the best return or sales price for our owners and we do this by continued monitoring of the current market in and around our area.

Our agency continues to grow and so does our aim to succeed, we are continually training and seeking new technology to give back to our owners and tenants the best possible outcome.



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Maintenance

Protect your investment

Ensure your rental property is in tip top condition to reduce the risk

Buying a rental property and becoming a landlord can be an intimidating, yet thrilling experience.

Once you dive into property investment, it is vital to employ the services of a professional agency and property manager to guide you through the complex process.



By employing a trusted property manager, the stress of being a landlord is significantly minimized as they can provide you with all the information

you need to make your investment not only successful, but almost stress-free.

The experienced property managers of Elders Batemans Bay pride themselves on keeping abreast of all the changes in the industry and providing their landlords with the best service and advice possible.

When you are committing large amounts of money into an investment property, it is vital that you take the necessary steps to protect your investment in case a problem arises.



The first most obvious step landlords should take when looking to protect their investment is taking out landlord protection insurance.

This insurance covers landlords in an unexpected situation where they may lose

rental income or the property is damaged. Landlord insurance is tax deductible and also provides peace of mind for landlords.

While insurance is the best way to protect your property, there are other more practical steps to take which can be even more important.



Ensuring your property is fitted with safety devices like working smoke alarms, electrical safety switches and even a fire extinguisher could

prevent a catastrophic disaster, which has the potential to destroy your property and more tragically, may take a life.

These devices are relatively inexpensive and allow you to provide a safe environment for your tenants while potentially preventing serious damage to your property. It is often a good idea to replace these items when a new tenant moves into the property.



Carrying out regular maintenance inspections, like annual pest inspections, will ensure your home is protected from

destructive pests like white ants.

It is also a good idea to have a yearly building inspection carried out by a reliable professional to ensure there are no potential building defects.



When maintenance is needed on your property, it is very important to attend to the problem as soon as possible to avoid liability.

Attending to maintenance issues promptly will reduce the chance of possible injury to your tenants and could also prevent a small repair from turning into a bigger, more expensive problem.

When work needs to be carried out on your property, your property manager will be able to inform you on the best action to take and they can also recommend a qualified tradesperson who is licensed to carry out the work.



Landlords need to be able to put their full faith in the skills and expertise of the property management team if they want their property

investment experience to be as smooth sailing as possible.

For more information about property investing, maintenance or other property management issues, talk to the experienced and friendly team from Elders Batemans Bay who will be only too happy to help you with any information you need.

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

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