



Welcome to the April edition of our Newsletter.

With the weather cooling down as we transition out of summer, don't be fooled and think that the only 'good' time to sell your property is during the spring and summer months.

Sure, these seasons have proved to be the busiest and more popular times of the year to sell in, but the fact is that people buy and sell property all year round – the market doesn't shut down just because it's a bit cold or wet.

The time of year doesn't necessarily determine when it's the best time to buy or sell – typically other factors like interest rates, the state of the economy, consumer confidence and the cost and availability of housing stock are important factors that help determine the strength (or otherwise) of the residential property market. Additionally, sometimes due to unforeseen circumstances, you may have to sell outside of the traditional periods for reasons such as relocating for a new job or unforeseen changes to your family or financial circumstances.

Whatever the reason, don't despair. Selling during the cooler months is not necessarily a disaster and can in fact provide a number of key advantages and opportunities if done correctly. Let's start by taking a look at what are, in my experience, the top five major benefits of a winter sale...

Advantages of a Winter Sale

1. A big benefit is that anyone in the market during the colder months is more likely to be a serious buyer. After all, they could wait for the spring buying season to begin like everyone else but because they haven't probably means they want to make a purchase before activity starts to pick up. And that's good news for you.
2. Because stock on the market is lower during autumn and winter, you will have less competition to worry about. And having fewer sellers increases your chances of not only selling, but selling at the price you want because the buyer has less choice.
3. Another positive is that your selling agent may be more attentive. It will generally be a quieter period for them as well, so they will have more time to devote to your needs. Plus it will be a boon for them to bank off-cycle commissions which they can only do if your sale is successful.
4. If you were planning to buy in the spring, selling your home in autumn or winter may give you the peace of mind and flexibility other similar buyers may not have. For instance, you could bank your proceeds and negotiate without the worry that your old property is still on the market. This could give you a major advantage, especially if the seller wants a quick settlement.

Many people sell during summer and spring because they believe it maximises their property's curb appeal. For

example, their gardens are usually at their best, the interior and exterior colours are bright and there's less of an issue about the house looking or feeling cold. However, you can turn this on its head by showing what your property looks like when the weather is at its worst. Examples include demonstrating that the heating system works, there are no structural leaks and that the house is warm and welcoming. What you're saying to buyers is, this property is great in winter, imagine what it's like in summer!



See full article: http://propertynews.onthehouse.com.au/Put_the_Heat_into_a_Winter_Property_Sale?mc_cid=537b3afb7d&mc_eid=1d22787638#.VvH01OJ95hE/?utm_source=membersNewsletter&utm_medium=email&utm_campaign=Cid=PN-Mar16-2

Welcome Team!

We have had big changes in both our Albury and Wodonga offices over the last few months.

Our team has expanded to enable us to further specialise in all of the real estate aspects in both Sales and Property Management.

Introducing some of our new team members...

Alan Sundblom—Rural Sales Specialist



Having worked in the Stock and Station industry throughout North East Victoria and Southern New South Wales since 1970, Alan joins the team at Elders Albury/Wodonga and brings with him a vast amount of industry and area knowledge.

Experienced in all facets of the industry Alan is also a licensed Real Estate Agent and Auctioneer in both NSW and Victoria.

for the rural farming community has led Alan to the role at Elders Albury/Wodonga and it's progression to adaptation to change and is looking forward to his new role as the Rural Lifestyle Specialist at Elders Albury/Wodonga.

With his high ethical standards, attention to detail, marketing experience and extensive knowledge of the rural area of North East Victoria and Southern New South Wales, Alan will be ideal choice to market your rural lifestyle property.

Jeremy O'Connell - Sales Executive

Previously the owner/operator of his own small business Jeremy joins the team at Elders Real Estate Albury/Wodonga with a vast amount of knowledge and experience and a genuine passion for the real estate industry.

An experienced renovator, Jeremy has bought and sold many properties and understands the emotion involved in the sales process and has complete empathy for all of his clients and is a strong believer of the old school values and prides himself on being honest and upfront.

In his spare time Jeremy is a gym enthusiast and also enjoys spending time in the outdoors.



Belinda Neville—Property Management Assistant /Finance Officer—Albury



Born and bred in Albury Belinda has worked in the Real Estate Industry since 1986 and brings with her extensive and comprehensive experience in property and office management.

Belinda always strives to offer her clients the best service possible and her attention to detail is depicted in the quality of her work. As an investor herself, Belinda understands the requirements of landlords and will always strive for the best result for all of our clients.

With a genuine love for the finance side of property management and administration in general we are pleased to have Belinda as part of the Elders Albury/Wodonga team.

Kristen Sinclair - Property Management Assistant - Wodonga

Kristen, our property management assistant, is the friendly, smiley face you will meet when speaking to our property management team in Wodonga. Kristen brings her positive attitude and outlook into her property management role and is an important part of the Elders Real Estate property management team. New to real estate, Kristen looks forward to gaining as much knowledge and experience in the industry and furthering her career within Elders Real Estate Albury/Wodonga. Kristen is motivated, fully of enthusiasm & with her bubbly personality is more than happy to assist all of our Elders clients with any enquiries.



Susan Wood - Property Manager - Albury

"Life is an exciting journey – learning and discovering"

Susan has recently progressed her career with a change in industry, and joined the Elders Property Management team.

With a passion for success in whatever she undertakes, Susan brings her vast working experience in administration, project management and customer service with a sincere determination to successfully manage the challenges of this fast paced environment.

Susan is excited to be an integral member of the Elders team and keen to develop new skills, continuing her growth and knowledge of the industry to benefit clients and company alike.



NSW Government Swimming Pool Registration Update

Minister for Local Government Paul Toole has announced regulations applying to the sale of properties with swimming pools to take effect from 29 April 2016.

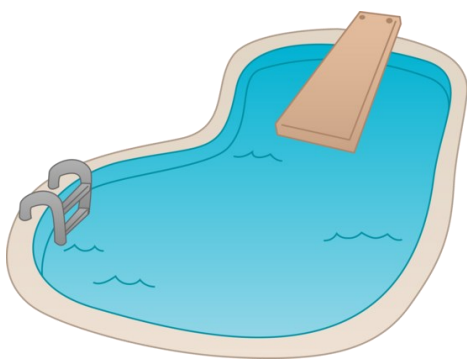
New amendments to the regulations will give home buyers of properties with swimming pools 90 days to rectify non-compliant swimming pool barriers.

Your pool can generally be inspected in the following circumstances:

- 1. when the inspection is compulsory because of the property type (ie multi-occupancy or tourist and visitor accommodation).**
- 2. as part of a council's locally adopted inspection program.**
- 3. before your property can be sold or leased (Note: this only applies from 29 April 2016).**
- 4. at your request.**

A council officer will contact you and make an appointment to inspect your pool if you are subject to either 1 or 2 above.

You will need to engage a private pool certifier or your local council if you require a pool compliance certificate for either 3 or 4 above.



As of 29th April 2016, it will be a regulation that where there is a swimming pool or spa on the property, (or with-in the common property, in the case of a strata building) a Certificate of Compliance for it must be attached to the Contract of Sale as a disclosure document.

We suggest that application is made at your earliest to local Council or a Private Certifier for a Certificate of Compliance on any Swimming Pool / Spa that does not currently hold one.

Just Listed!

16 Hunter Street, Wodonga



\$259,000

Offering wonderful low-maintenance living, suiting first home buyers, downsizers & retirees this neat 2 bedroom townhouse is on it's own title & perfectly situated in a quiet West Wodonga location. Comprising of 2 spacious bedrooms, central 2-way bathroom with access from the main bedroom, separate toilet, laundry, light filled lounge plus open plan kitchen with stainless steel appliances including dishwasher overlooking undercover entertainment area. Oversized single lockup garage with internal access, ducted gas heating & evaporative cooling, located on a fully landscaped 259m2 allotment close to Schools, cafe & Latrobe University complete this package.

PROPERTIES SOLD THIS MONTH



18 Ritter Road, Wodonga



9 Clifford Court, Wodonga



367 Amatex Street, Albury



40 Lysterfield Lane, Wodonga



17 Bartleson Place, Hamilton Valley



19 Lyndren Street, Wodonga

Do you want to gift your children a property?

Handing Property over to the Kids

Parents who want to help their kids get on the real estate ladder may consider giving them an investment property or selling it to them at a special price.

Let's look at how you can do this, assuming you no longer have a mortgage on the property.

Your first step is to employ a conveyancer or solicitor to help you through the process and ensure it is all done correctly. It could be done as a simple transfer, although some experts say a contract for sale may offer greater protection. It's worth discussing the options with the conveyancer/solicitor to decide the right approach. This will probably cost you about \$1000-\$2000.

There may be tax implications associated with transferring property to a family member. For example, if you acquired the property on or after September 20, 1985, you may be hit with capital gains tax (CGT). Generally this will only apply if the property was an investment and not your principal place of residence (PPR).



Mark Chapman, the director of tax communications at H&R Block, warns that there are circumstances where the PPR may be restricted. "Typically where part of the house has been used for an income-earning activity – for example, a room or two has been let to lodgers, the family member has run a business from home or maintained a home office for work – that might mean that some of the gain is taxable. If there have been lengthy periods of absence from the main residence, typically more than six years, which might also act to restrict the PPR."

It's also important to note that even if you receive nothing in exchange for your property, what you received was less than the market value of the property or you and the new owner were not dealing with each other at arm's length in connection with the event (which means each party acts independently and neither party exercises influence or control over the other in connection with the transaction), the tax office will base the CGT calculation on the market value of the property at the time of the transfer. To work out the market value, the ATO says you can either obtain a valuation from a professional valuer or do it yourself using reasonably objective and supportable data, such as the price paid for similar property that was sold at the same time in the same location. A professional valuation will cost upwards of \$300. Knowing how much CGT you will be up for might also influence your decision about whether or not you want to transfer the property.

The other issue to consider is stamp duty, which will apply to most transfers. "In some cases, the transfer of property to family members is exempt, for example transfers to children by parents who are separating," says Chapman.

Again, even if you give the property away or at a discounted price, the stamp duty will be calculated on the market value. "In NSW, for instance, the Office of State Revenue requires the parties to obtain a market valuation of the property for stamp duty purposes from a registered valuer, and stamp duty is paid on the value of the property being transferred as assessed by that valuer," he says. It's best to check with your state or territory office of state revenue to find out about any transfer fees.