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## **MARCH 2016**

2016 has kicked off with a bang for the team here at Elders Real Estate Albury/Wodonga. New listings are coming on the market at a rapid rate, with many of these properties selling in a period of days, sometimes even less than 24 hours! The buyer demand is high and is not looking like slowing down anytime soon.

Our property management department has also been extremely busy letting properties to reliable tenants and will continue to do so throughout the year.

As we continue to get busier we are also striving to build an even stronger team to assist with our growth. In doing this we are pleased to introduce our newest sales agent, Luke Moloney, to the team, our new Property Manager Louise Bennett and to assist in our front of office we have Rachel.



***We are excited to announce that we are now proud supporters of the Border Ovarian Cancer Awareness Group. In support of this great charity, Elders will donate a percentage of every sale directly to this worthy cause in a hope that one day we will find a cure.***

**WE LOOK FORWARD TO SHARING A SUCCESSFUL 2016 WITH YOU**

**Jamie Maynard & Dean Star**



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## Luke Moloney - Sales Agent



*"The great thing about being a part of the Elders team is the resources that I can draw on to support my local knowledge and real estate experience. I am able to provide vendors with a personalised service that's very specific to their property, & allows for their personal needs."*

## Louise Bennett - Property Manager



*"Property Management is a fast-paced and exciting industry to work in. I love my new position as a Property Manager at Elders, and am very much enjoying meeting both the owners and tenants of our properties. I believe good tenants are the key to successful investment properties and I will always do my best to match the best tenants with the right properties."*

## Rachel Clark - Receptionist



*"I love working with Elders Real Estate, everyday is different and brings about a new challenge. I thoroughly enjoy my role as receptionist, meeting lots of new people and assisting with their enquiries is what I love doing."*

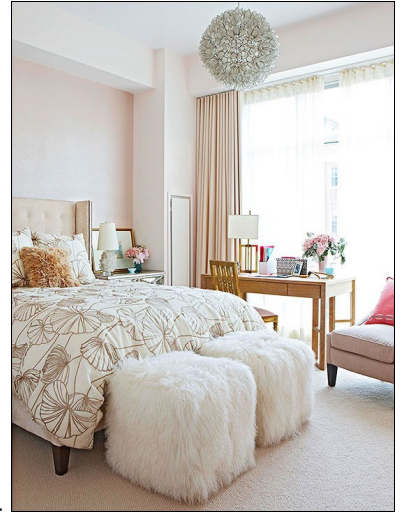
# Decorating with Pastels

By Rachel Shingleton

No longer reserved for nurseries and children's bedrooms, pastel colours are finally having their own heyday. So how do you keep those rooms from turning frothy and childish and more Laduree chic? Here's how to successfully decorate with pastels.

Pillows, artwork, and accessories such as frames or vases are an easy way to test out a particular shade instead of having to commit to it in an entire room. Don't overdo it either -- sometimes a pop of color can be more powerful in an otherwise neutral space. Here's a few tips on how to keep your room feeling less like an Easter egg and more like a sophisticated retreat.

That's not to say that pastels can't be the star of the show. Looking for a dramatic statement? Think pale pink with bold black. A more modern interpretation? Citrus yellow with pale gray. Crave a more preppy nautical look? Try robin's-egg blue with bold red.



Lavender pillows and pastel abstract art offer pops of color in an otherwise mellow space. It's the perfect way to introduce color without going overboard. Ready for a change after a few months? Swap out the accessories for an easy fix.

Comfy and serene, this pale blue living room bursts with colour thanks to the hot pink accents. But, it is perfectly balanced thanks to the sand-coloured neutrals.



# How to choose a reliable Real Estate Agent



**There are a number of decisions you need to make when selling your home – both financial and emotional.**

But one of the most important considerations when deciding to list your property is who is going to sell it for you.

It doesn't matter if you're selling the family home, your first apartment or an investment property, choosing the right real estate agent is key to getting the best result possible for your property.

While everyone approaches the sale of a home differently, there are some key things you should look for when choosing an agent to list your property with.

## 1. Do your research

As with anything in property, research is key.

Don't just look at who has the most ads in paper or the most listings," Cunningham says. "Listen to recommendations from family and friends."

Find agents working in your area and put together a shortlist. Look at things like how many listings they have, their previous sales, and how they market both properties and their agency.

## 2. Go for local knowledge

A good real estate agent should know as much about the property and the locality as the vendor.

"That shows they've invested the time and energy into knowing your property," he says.

"(They should know) what the local schools are, what is the zoning, what are the local bus routes, what's the local coffee like ... that's really important to people.

"They need to really have an understanding of the marketplace."

When you meet with agents find out how long they've worked in the area and test them on their local knowledge.

They need to really have an understanding of the marketplace.

## 3. Take them for a test drive

Your agent is presenting your home to the public, so it's important to see how they engage with buyers. Go to open for inspections that your shortlisted agents are running to see how they present properties and how they interact with buyers.

"The agent that's going to get the best result is the agent who looks after buyers the best," he says.

"The agent people should be looking for is someone who can engage and nurture buyers.

"Respect and transparency is going to get the best outcome."

## 4. Ask questions, lots of questions

Remember that the more you know, the better prepared you'll be for the sales campaign.

Ask agents to take you through case studies of other property sales and to talk you through how the sale happened and how the results were achieved.

Ask them why they use certain approaches and what they think will work best for your property and

**"A result doesn't just happen without giving good advice and having a good experience."**



# Just Listed!

**36 Lightwood Drive, Wodonga \$284,000**

This beautifully presented, well constructed home located in a very desirable East Wodonga location, is a pleasure to introduce to the market. Whether you are a first home buyer, investor or handyman this home will suit your needs.

- 3 Spacious bedrooms, main with walk in robe & built in robes to the remainder.
- 2 way bathroom with access through the master bedrooms robe.
- Chefs kitchen with ample of bench space, pantry & dishwasher.
- 2 living zones, ducted heating & cooling throughout plus 2kw solar system.
- Beautifully appointed outdoor entertaining area running the full length of the house.
- Double lock up carport with remotes plus a 7 meter x 3.5 meter powered colour -bond shed.
- All located on a low maintenance, well cared for 420m2 approx. allotment.



# Just Listed!

## 18 Ritter Road, Wodonga—\$182,500

A secure lease until September 2016 of \$240 per week plus a spacious 3 bedroom lay out will impress investors & first home buyers here. A solid brick & tile finish plus a roomy 580m2 plus allotment also with rear yard access. The updated kitchen has oodles of storage plus modern tones. Open plan living areas are a highlight here with a generous lounge room, formal dining & polished floor boards.

-Well located with Melrose Primary & Catholic College only a 750 metre walk.

-Also convenient to Centro Birallee with Coles & further specialty shops.

-Reverse cycle heating/cooling unit comfort the home inside.

-The bathroom has a bath with separate shower plus separate toilet.

-Sound fencing plus a secure yard also with garden shedding.

-Neat & tidy with an excellent tenant this is a property suiting the savvy property investor.

