



## Our Database Of Buyers

At Elders we take pride in managing a professional portfolio of buyer details.

Our five agents are consistently in touch with buyers, showing them properties and assessing their needs.

Once qualified, buyer information is gathered and entered into our database paying particular attention to the type of property required, price range and any other specific requirements such as location.

The first action for our agency once a new property is launched to the market is to match the criteria with the buyers.

Day one of the campaign sees 500 to 600 emails go out often identifying buyer interest from the very start of the campaign.

Talk to any of the team to discuss how your property sale can benefit from our buyer database facility.



## Are You Exempt From Paying Capital Gain

### **What to know if you are thinking of selling a property.**

Before an owner decides to sell their property, they need to be aware of the Capital Gains Tax (CGT) implications that may apply. Surprisingly, many owners are exempt from CGT but are unaware of their situation, so it is worthwhile to do some research.

Introduced on the 20th September 1985, CGT is the tax payable on the difference between what it could cost you to purchase an asset and the amount you received when you disposed of it.



Selling price <b>minus</b> selling costs	<b>MINUS</b>	Original purchase price <b>plus</b> associated selling costs	<b>EQUALS</b>	Capital Gain (or loss)
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When you sell a property this triggers a “CGT event”. Investors may not be liable for some of the costs involved in paying CGT if they fall within any of the following exemption rules provided by the Australian Taxation Office (ATO).

1. Six month rule
2. Six year rule
3. Principal place of residence
4. Fifty per cent discount for property investors

Explanation of the four rules and further information can be sought by contacting your accountant.

# Properties Of The Month

## Rural Property Of The Month

Recreational or Relaxing? You choose! Situated in the increasingly popular Greenwich Park community is 25 acres of ultimate fun or pure relaxation taking in the surrounding views of Tarlo River National Park!

25ac/10.41ha, 23kms Marulan, 30km Goulburn, 20km Towrang

3 Bedroom Clad Cottage with bathroom, Kitchen, Lounge & Dining Rooms

Fully Insulated, Freshly Painted With Modern Finishings & Air Conditioning

2 Storage Tanks, 2 Dams, Septic

Established Moto Cross Track, Great Shade & Shelter

**Guide \$270,000**

BUILDING & PEST REPORTS AVAILABLE



**“Belara” 2039 Towrang Road  
Greenwich Park**

**AUCTION: 11am Saturday 15th April  
at 88 Hume Street, Goulburn**

## Residential Property Of The Month

As new executive home privately positioned and ready for the discerning buyer.

Main features include:

Four spacious bedrooms, ensuite and walk in robe on main

Formal entry leading on to open plan family and dining room

Gourmet kitchen, stone bench tops, quality appliances

Separate lounge/TV room, alfresco with timber deck. Polished timber floors, ducted R/C air conditioning, huge main bathroom

Full insulation, double glazed windows and security system

Under house lockup storage area

9 metre by 7 metre lockup shed, lights, power, 24000 litre water tank

This magnificent family home is located on 2618m<sup>2</sup> with established gardens and lawns and has all town services.



**61c Slocombe Street, Goulburn**

**FOR SALE \$675,000**

# ELDERS REAL ESTATE GOULBURN

Contact us today!

Rural & Residential  
Sales Office

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Goulburn NSW 2580

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Property Management  
Office

137 Auburn Street  
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## Recent Rural Sales

Last month saw the sale of this outstanding property close to Goulburn.

Several weeks of negotiations with three buyers saw a Sydney family secure the property at the asking price.

Strong competition for this property at the final stages shows the continuing strength of our market, particularly for good quality rural lifestyle properties.

The property is a productive farmlet, highly improved and in an excellent location only five minutes from Goulburn.

We have buyers keen to secure similar properties so if you or your family and friends are considering selling, just give us a call at the Elders Real Estate office on 0248244466



**"Northcrest"**  
239 Middle Arm Road, Goulburn

## Recent Residential Sales

Excellent result achieved at Saturday's Auction on 19th March, spirited bidding with well above reserve result at \$385,000!

Further testimony to the market strength in Goulburn, three bidders missed this property on the day.

Give us a call today for an appraisal as we have qualified, cashed up buyers ready to buy now!



**62 Dalley Street, Goulburn**

## The Elders Team



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