

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

37 INSPECTIONS, 11 OFFERS, \$85,000 VENDOR BONUS



**Average Prices Up By
\$100,000 In Three
Months, Driven By
Property Shortage**

Twelve months ago, in September 2013, 181 properties sold in Kellyville compared to just 37 on September this year, indicative of an acute shortage that has seen the average price rise from \$827,925 in July this year to \$927,266 in September.

According to House2Home Realty Principal, Stephen Lord, further evidence of this unmet demand is the speed at which properties are selling, citing the case of this month's cover property at 46 Carlisle Crescent that sold after just two days on the market.

"At the first Open House we had an amazing 37 groups through and received 11 separate offers. Stephen said.

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- New Regulations For Windows, Balconies
- Property Shortage Driving Prices
- Look At Your Home Through Buyer's Eyes

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LETTER FROM THE PRINCIPAL

Dear Readers,

Nothing lasts forever and this holds true for real estate. We have all heard those laments: "If only I'd sold at the top of the market."

Well, if you don't want to be lamenting at this time next year and you have been thinking about selling a property - ACT NOW.

The RBA recently held interest rates at the current 60-year record low for the 15th consecutive month, ensuring some continuity of the activity we have seen in the market.

But many are warning that rates will rise by mid next year and there is already some talk about putting fiscal curbs on the investment segment.

The message is clear. Talk to us now about selling.

Kind regards,
Stephen Lord
Principal



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Children Don't Fly

New Safety Rules For Windows And Balconies

Each year, some 50 children fall from windows or balconies, often suffering serious, sometimes fatal, injuries. Children 1-5 years are most at risk.

To increase the safety of your children near windows and on balconies, please follow our recommendations below.

Window Safety for Children

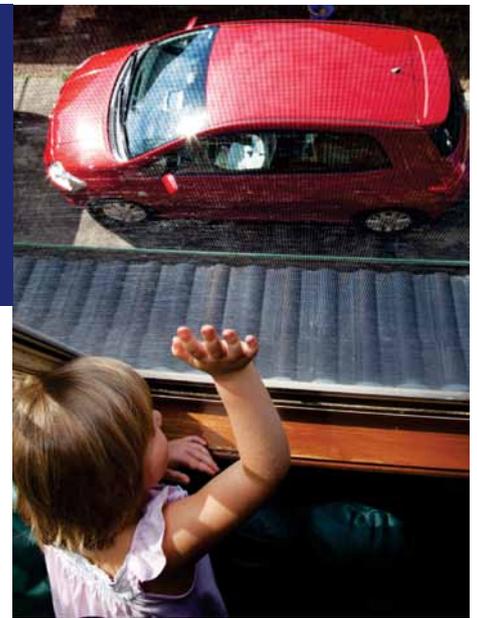
Children can fall out of a window which is open more than 12.5cm. To prevent children falling from your windows:

- All windows above the ground floor to be opened no more than 12.5cm.
- All windows have window locks/latches fitted to stop windows opening more than 12.5cm, or guards to protect the opening (see Kids Can't Fly Window Safety Product Guide).
- Where possible, open windows from the top.
- Beds and other furniture are kept away from windows, so that children cannot climb up to windows.
- Parents do not rely on flyscreens to prevent a child from falling out of a window.
- Children are taught to play away from windows.
- Children are always supervised.

Balcony Safety for Children

To prevent children falling from your balcony:

- Balcony balustrades (railings) be at least 1 metre high.
- Make sure that any vertical bars in the balustrade are no more than 12.5cm apart (use a ruler to measure).
- Your balustrade should have no horizontal or near horizontal parts that would allow children to climb.
- All furniture, pot plants and other climbable objects are kept away from the edge of the balcony.
- Parents be aware of furniture that is light enough for children to drag to the balcony edge.
- Children are always supervised.



- Keep doors leading to balconies closed so children can't gain access.

The NSW Government has developed a range of measures to help prevent the incidence of falls. These measures include:

- requiring strata schemes with residential lots to install safety devices on all windows that present a risk to young children
- allowing individual strata owners to install window safety devices regardless of their scheme's by-laws
- changes to the Residential Tenancies Regulation 2010 to include window safety devices in the prescribed condition report for rental premises.

Changes to the Prescribed Condition Report for rental premises apply from 11 March 2014. The new version includes the addition of 'window safety devices' wherever 'windows/screens' appears.

The child window safety requirements for owners corporations commenced on 11 December 2013. If the window safety requirements have not been met by 13 March 2018, owners corporations will risk being fined.

Generally, all openable windows above ground level that are accessible to children must have safety devices fitted.

An openable window will need a safety device installed if:

1. the lowest part of the window is less than 1.7m above the floor; and
2. the internal floor under the window is 2m or more above the outside surface.

The safety devices must be able to limit the maximum window opening to 12.5cm, must be robust, and must be childproof.

If you need any help at all with these or any other regulations affecting your rental property, contact us.

There Has Never Been A Better Time To Sell

When the owners of 46 Carlisle Crescent, Kellyville started to think about selling their home 12 months ago, they could never have dreamed how much it would increase in value by the time they were ready.

They certainly had no inkling how quickly it would sell.

When they did eventually list, they were delighted with Stephen Lord's suggestion to put it to the market for offers above \$930,000.

Just two days later they were preparing to bank an additional \$85,000 after selling for \$1,015,000.

"It was certainly a fabulous result for Rhonda and Graham, two of the most lovely owners I have had the pleasure of working with," Stephen said.

Stephen said that prospective sellers could learn from this success.

He cited three key suggestions:

1. Spend the time and money to dress your home up for sale. It comes back in truck loads.
2. Make sure you and your agent work as a team. The agent should tell you about all the buyers and what the offers are and how high each should go.
3. Make sure you get great photos, floor and site plans, and as much information as you can on the home, particularly things like council and water rates and warranties on items.

Another reason behind the result was



46 Carlisle Crescent, Kellyville sold \$85,000 above the starting price.

Stephen's 12 page buyers' book which tells buyers all about the property - everything from the neighbours to distances from schools, floor plans and photos - to allow the buyers to make smart, quick buying decisions at a very good price.

"One thing not to take out of this story though, is an idea that waiting another 12 months may see even bigger profits," he warned.

He said that the Reserve Bank's recent decision to keep the cash rate on hold at 2.5% for the 15th consecutive month was

good news for vendors and buyers alike but there were signs of change.

"Most commentators agree that interest rates will move higher in the first half of next year," he said.

He warned vendors that proposals for new rules before the end of the year to limit the extent of investor lending could reduce buyer activity.

"Sellers need to act now while the market is in their favour," he said. "Any delay could well prove very costly."



Would you like to have your home sold by the best in the business?

Stephen Lord has a proven record of success and an impressive portfolio of clients who are totally satisfied by his outstanding level of service.

Ph 02 8883 3553 or 0412 260 022
www.h2hrealty.com.au

Time to let go!

How to get your home ready for new owners

Once you've made the decision to put your home on the market, you need to begin to regard it as someone else's home.

This doesn't mean clearing it completely of all personal items but it is important to make it as easy as possible for other people to see themselves living there.

Therefore, as well as attending to any maintenance issues and making sure both the interior and exterior are as clean and tidy as possible, you need to neutralise it to some extent. This relates to lessening that strongly personal stamp that most homes acquire when a family has lived there for some time. Some ways to do this include:

- If you have lots of family photographs around, remove most of them. As well as helping to declutter the rooms, removing the reminder of the people who live there will help people to feel less intrusive when they are inspecting your home. Pleasant prints can be picked up for a song and will fill any spaces that look too bare once the photos are removed.
 - Is there a room that you or another family member use for a craft or hobby? If so, you need to clear the decks so that potential owners can see the other possibilities of the room. They may want to envision it as a study or a spare bedroom but this could be difficult if it is packed to the rafters with sewing, scrapbooking or other paraphernalia.
 - And beware of stashing these personal items away in cupboards and drawers once you've removed them from sight. People like to check cupboards, and if they find them bulging are likely to get the impression that the home lacks storage space.
- Any items of furniture that have sentimental value for you, but serve little practical purpose, should also be removed while the house is on the market.
- Again, they could provide that personal stamp that may make it difficult for people to see the home as theirs. Just store them at someone else's place for the duration. By moving things out, you'll make it much easier for someone else to decide to buy your home and move in.

Looking to rent your property?

Let us take the worry out of renting your property with one phone call

Speak to any local and they will tell you that House 2 Home Realty, Principal, Stephen Lord has a track record of providing quality service and understanding when it comes to successfully managing rental properties.

Please phone 0412 260 022 to secure your new tenant today!