

PROPERTY NEWS

Ideas to help you when you're Buying or Selling



THE average price of Castle Hill homes rose by more than a quarter of a million dollars in the 12 months to May this year. At the same time the numbers of homes offered for sale almost halved.

But how do you capitalise on this sellers' market? In this issue we speak with the vendors of this home at 31 Ferguson Ave, Castle Hill to find out how they sold in a week at a top price. **STORY P.3**

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HOUSE 2 HOME
REALTY

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LETTER FROM THE PRINCIPAL

Dear Readers,

It may be just the start of winter, but anyone thinking of selling in Spring really needs to start planning now.

Spring is traditionally the peak selling period and it may seem a long way off, but that's a good thing as there is time to get your home ready so it will show to the best advantage.

We are more than happy to go through the home with you, provide a market estimate and give you some tips on the things you need to do to improve your bottom line.

Many people are often surprised at how little effort and expense is required to maximise their profit.

We are more than happy to take the journey with you. Give us a call today.



Kind regards,
Stephen Lord
Principal

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Quick and easy ways to increase value

Tips to help your home stand out from the competition

When you're about to put your home on the market, you want to make sure it will attract the attention of buyers.

And as long as it's well presented generally, you don't have to spend a lot of time or money doing this.

Just a little attention to detail will help it to stand out from the competition, thereby increasing its appeal and adding to its value. Some of the ways you can do this are:



Say it with paint

A coat of paint throughout the interior will freshen up your home and make it look and smell good to prospective buyers. Avoid the temptation to be adventurous with colours: buyers will have their own tastes and furniture, so a neutral shade is the best option.

Dress up your doors

If the cupboard doors and drawers in your home look a little tired, it doesn't take much to dress them up. New knobs and handles for all your doors, drawers and cabinets will modernise your rooms and add sparkle to your home.

Revamp your light switches

You've probably been flicking them on and off for years without even noticing them, but a newcomer to your home could find them aged, yellowing and old-fashioned, to put it mildly. You can pick them up for a song at your local hardware store. An electrician will be needed to replace them, but this is not a costly exercise.

Do up your entrance

There's no arguing with the fact that first impressions are important, so make sure the entrance to your home gives the right message to prospective buyers. If your front door needs painting or replacing, this is not an expensive exercise. Keep fresh flowers on any furniture in the entryway and buy new entrance mats if the current ones look even a little shabby.

Check your windows

It's easy to live with your windows without noticing them but they can also affect the important first impressions of prospective buyers. Make sure you keep them clean and sparkling, and replace any tired-looking curtains or blinds. It doesn't cost a fortune and makes a significant difference to the appearance of your home.

Tap into your bathroom

You don't have to break the bank to update your bathroom. By fitting modern, attractive taps to replace outdated ones you will enhance its appearance.

Choice Of Agent Critical To Sales Success

Lisa and Peter sold their Ferguson Ave, Castle Hill home in just a week after 24 inspections resulted in six offers above \$1.5m. They were looking for offers above \$1.525m and ultimately sold for \$1,610,000.

The whole experience was relaxed and fuss free, a factor they put down to agent choice.

Lisa and Peter first met House2Home Realty Principal Stephen Lord through an Open Home at Kenthurst.

They were so impressed with the way Stephen spoke to buyers and the feel of the Open Home that they decided he was the man to sell their home. They take up the story:

“Stephen set the scene with the first open home being held in the evening during the week with relaxed viewing so people could enjoy the property while having a beer or Champagne.

“After the first open home we issued contracts to potential buyers but still opened the property up the next Saturday.

“Stephen called all the buyers back that evening and was presented with six offers and over a few hours we ended up with two main people interested.

“Stephen kept us informed where each buyer was at and what their offer was and how he would help get them up in price.

“We didn't feel like we had to negotiate with Stephen. He did it all for us. We just left it with him and ended up selling our place for above what we expected in one easy, stress free week.”

The lessons? Trust your agent to negotiate on your behalf. Wait for the right buyer. Ensure your agent knows your market so they can confidently know when you can sell at a price that's good for you.



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
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ABANDONED GOODS

When can you put the rubbish out?

What do you do when your tenants leave goods behind?

Under reforms to the Residential Tenancies Act 2010, which came into force at the end of January 2011, there is now less red tape involved for landlords in regard to this problem.

Any rubbish or perishable items can be disposed of immediately. You do not need to notify the tenant or get permission for this.

If your tenants leave anything that is not rubbish, you can dispose of it after a certain time. You must try to notify the former tenants about this either in writing or over the phone. If you cannot contact them after two days, you should put this information in writing and display it prominently at the rental premises, such as on the front door.



Old Laws	New Laws
Disposal of perishable items after 2 working days.	Immediate disposal of perishable items and rubbish.
Advertisement in state-wide newspaper.	Advertisement no longer required.
Storage period: minimum 30 days.	14 days minimum storage period for ordinary goods. 90 days for personal documents.
No dispute resolution.	Any party can seek Tribunal orders.

Goods of value, such as furniture and clothing, should be kept for at least 14 days.

During that time they must be stored in a safe place, such as locked up in the rental premises.

Personal documents, such as birth certificates, passports, bank books, photographs, licences and memorabilia such as trophies or medals must be kept safely for at least 90 days from time the tenant is notified that you have them.

Former tenants can reclaim the goods in the allotted time even if they still owe you money. You can, however, charge an "occupation fee" if enough goods were left to prevent you from renting the premises. This fee, equal to a day's rent, can be charged for each day the goods have been held, up to a maximum of 14 days.

After the various times have elapsed you can dispose of the goods by donating them to charity, taking them to the tip, keeping them in the property if appropriate or selling them. Proceeds of any sale should be given to the tenant (less the occupation and sale fees) or sent to the Office of State Revenue after six years as unclaimed money. Personal documents should be returned to the issuing authorities or shredded.

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!