

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

## Agents urge vendors not to miss upturn

Warmer weather, longer days bring out buyers

Read our full report on page 3 ►



In this issue of Property News:

- Spring cleaning checklist
- Sales up as property markets improve
- Beating the interest rate blues

 THE PROPERTY SHOP

[www.thepropertyshop.com.au](http://www.thepropertyshop.com.au) 6372 2222

## A letter from the Editor

Dear Reader

Once again, the residential and small farm market has shown strength in the past month. We have sold a large volume of property in this period and again we are short of stock in a number of price ranges.

The first stage of Mudgee Golf Club's residential release has only 2 lots remaining, adding confidence to the market, and there are just fourteen lots left in Yallambee Estate Stages 1 to 4 with buyers further recognising the popularity of that area of town.

Interest in rental property remains high and with Moolarben Coal due to announce their first large intake of new employees this month, we are again appealing for more houses and units to rent out to needy people moving to our area.

Congratulations to our own Damian Kearns who has been awarded the Real Estate Results Network Achievement Award for Number One Outstanding Performance for the April to June period. This is a very prestigious award for Damian and the company.

The Real Estate Results Network with whom we are members is a very strong group and has offices right across Australia and New Zealand. Well done Damian, I know there is going to be strong competition in our office now to vie for that award again.

With Spring now upon us and gardens and properties looking fantastic (given some good rainfall) we look forward to a busy few months.

Remember if you're thinking of selling or leasing, call our team for a phenomenal experience.

In the meantime ...

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## The most wonderful thing about spring, is the way the season adds an extra sparkle to your home.

**The superfluous sunlight streaming through the windows, the vibrant blooming flowers in the garden and the twitter of birds outside, comes together to create a magical experience for your home.**



### OUTSIDE:

- Remove unsightly weeds
- Clear away rubbish
- Clean exterior windows and screens
- Clean dirty paths and give your fence a paint job
- Mow the lawn
- Inspect, clean & repair outdoor furniture
- Inspect the roof for winter damage
- Give the outside of your house a good wash down
- Remove all cobwebs



### INSIDE:

- Vacuum carpets thoroughly or have them steam-cleaned
- Polish any floorboards
- Polish the furniture
- Neatly stack storage space
- Clean interior windows
- Launder or dry-clean your curtains and drapes.
- Clean the fireplace
- Clean out the fridge and pantry
- Wash all the mirrors
- Check for cobwebs

## Organise a garage sale!

# Meeting the market the key to selling

**SOLD!**

**SOLD!**

## Low interest rates, spring weather see a return of confidence in the market

**The Property Shop in Mudgee is reporting a return of confidence in the market, with the agency recording strong sales and a high rate of buyer enquiry.**

Principal Hugh Bateman told Property News his sales team was finding there was demand for properties that were well positioned, "met the market"; and were attractively presented.

"We have been selling steadily for months and we are confident now that spring is here there is going to be an even further improvement in sales," Hugh said.

"As far as we are concerned the property market is moving so now is the

time to list. We strongly advise vendors to have their home on the market before the spring rush.

"Vendors should ignore any negative media reports because the truth is the buyers are there and we are selling well providing we stick to the fundamentals. And, the fundamentals are simple," he said.

"Firstly, the property must meet the market - you need to be sure you're in the right price bracket. Secondly, good presentation is all important. First impressions are a major factor in real estate.

"And, thirdly, you need a marketing

campaign that targets those sectors of the community who you know would be interested in the property. Once again owners need professional advice about this, so they can be sure they're going to maximise the sale price," he said.

Hugh said the warmer spring weather was great for the industry, whether someone was interested in buying or selling.

"The better weather and longer days always bring out buyers; many people enjoy looking at properties at this time of the year. Blossoming gardens and the leafy surrounds all add to the atmosphere," he said.

"The problem is we can't get enough listings. I have a team of professional sales consultants who are available seven days a week and they would just love to have more properties to sell.

"Over the past months we have sold so many homes we are now short of stock, so anybody who is interested in putting their house on the market should contact us immediately," Hugh said.

"We will give them an honest appraisal of what we believe their home is worth and advise them about the best way to market it. We tailor all our marketing campaigns to suit each property - in real estate 'one size does not fit all'.

"We know that individually tailored campaigns are the best way to maximise the sale price of a home."

**If you are planning to deal in real estate then turn to The Property Shop for advice. Hugh and his team of experts will guide you about the best way to approach the market.**

View properties for sale at [www.thepropertyshop.com.au](http://www.thepropertyshop.com.au)



*Working for you  
around the clock!*

## Are you selling for the right price?

**If you would like to sell your property please call our sales team on 6372 2222 and rest easy in the knowledge that our team of experts will look after you!**



**Hugh Bateman**  
Principal



**Lucas Sheppard**  
Property Consultant



**Damian Kearns**  
Property Consultant



**Troy McKellar**  
Property Consultant

[www.thepropertyshop.com.au](http://www.thepropertyshop.com.au)

There are many choices open to homeowners who need relief from financial stress

# How to beat... the interest rate blues!



**The Reserve Bank of Australia's (RBA) decision to leave the official cash rate unchanged at 3 per cent at its August meeting has been well received by property markets.**

However, there have already been indications that rates are on the move up again, with the Commonwealth Bank of Australia (CBA) lifting home loan rates in June by 10 basis points. The move may well herald more rises, with the ANZ, Westpac and the National Australia Bank all signalling their rates are under review.

So, what does all this mean to homeowners? At its meeting the RBA reported the global economy was stabilising following a sharp contraction in demand during the December and March quarters. It said downside risks to the outlook had diminished, with conditions in global financial markets improving and added that economic conditions in Australia to date had not been as weak as expected.

Even though the statement was encouraging, the bottom line for most homeowners is that many are financially stressed and breadwinners are concerned about how to meet mortgage payments. Even though interest rates have fallen, many households are being affected by rising unemployment and increased living costs.

**So, what is the best option? Should an existing homeowner refinance and what should a prospective buyer do?**

Today, we are faced with a myriad of home loan options. This is why it is important to use a reputable mortgage broker. Unlike the average borrower, a qualified broker has had years of experience and in a matter of days can provide a home loan to people who thought they didn't have a chance.

One of the options owners have is fixing the interest rate on a loan. If you work to a tight budget, there is nothing worse than receiving a letter from your

finance provider informing you that as of next month you will have to pay more.

Under those circumstances it is wise to consider fixing part, or all, of your loan. However, you must weigh up the cost because you will have to pay a higher interest rate for the privilege.

Another alternative is to consider refinancing. There are many home loan products available. Shop around. Ask advice from your broker and you may be surprised at the choices on offer.

Finally, you can consider consolidating your debts. If the bills are piling up then you may need to take the pressure off by rolling all your debts into one low-interest loan. The idea is to move high interest debt, for example credit card balances, to a lower interest rate debt such as your home loan.

**If you are short on cash and you have a reasonable amount of equity tied up in your home then this can be a safer option.**

*The information provided is of a general nature. It is recommended the reader discusses financial matters with an accountant or financial advisor.*



*Working for you  
around the clock!*

## Want to rent your property?

Call us today on 6372 2222!



**June Lewis** Commercial/Strata Manager  
**Tony Bibb** Residential Property Management  
**Ray Peters** Residential Property Management  
**Jason Martin** Commercial/Strata Management

The Property Shop Property Management staff are committed to protecting your investment and obtaining the best possible return. For an obligation free appraisal of your rental property contact us and we'll look after you.

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