

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Agents urgently seek listings!

The Property Shop short of stock as sales rise!

The Property Shop has been selling so well it is now short of stock and urgently seeking listings.

The Principal of The Property Shop, Hugh Bateman, said the agency was delighted that it had been selling so well but was now concerned because it did not have enough listings to meet the demands of qualified buyers.

"We're thrilled with the great results over the past months but we now have a lot of qualified buyers on our books who can't find suitable homes to buy. The sales results are surprising in light of the fact the market was supposed to be soft," Hugh said.

"The results underline how important it is to retain professional agents to sell your home. We don't contribute to a lot of the talk about weak markets and a downturn. You only have to look at our track record over the past year to realise that we have outstripped other agencies.

"The ability to sell a property quickly and at the right price comes down to an agent's marketing skills, local and industry knowledge and ability to judge the changing market conditions," Hugh said.

Continued on page 3



In this issue of Property News:

- Reducing your environmental footprint
- Sales increasing due to positive market
- Tips on buying an investment property



www.thepropertyshop.com.au **6372 2222**

A letter from the Editor

Dear Reader

What a wonderful time of year spring is in Mudgee.

Street plantings in the roundabouts and the parks and gardens look absolutely beautiful. There's no doubt that at this time of year the town springs to action (no pun intended).

The CBD is bustling and it's that time of year that tourists relish the opportunity to visit the area and it's also when we have finals for our winter sports.

What a great effort by the Mudgee Wombats 1st grade rugby union and our Mudgee Dragons 1st grade rugby league teams in winning their respective grand finals and the Mudgee Wolves soccer team and Mudgee High School rugby team for doing so well. What an amazing town this is for sport of all types.

Spring is also traditionally a busy time in real estate and that is again proving to be the situation.

September saw a flurry of first homebuyers making the final run before the First Home Buyers Grant is reduced.

With the occupancy rate of rental properties at its highest for years, there is a renewed interest by investors as they see opportunity for investment back into real estate.

I believe the next two years are going to be very interesting for property owners and investors in the Mudgee real estate market.

With new housing starts the lowest they've been in Australia since the 1950s, a growing population and more immigration there is going to be a massive housing shortage.

Hold on and enjoy the real estate ride.

In the meantime ...

Hugh Bateman
Principal



58 Market Street, Mudgee NSW 2850

phone: 6372 2222

fax: 6372 4444

email: info@thepropertyshop.com.au

web: www.thepropertyshop.com.au

Disclaimer: This newsletter is not to be treated as advice! Neither Hugh Bateman, The Property Shop nor Newsletter House Pty Ltd accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this newsletter are of a general nature only and may not relate to or be relevant to your particular circumstances. There are many issues involved with buying and selling real estate so it is important that you get specific advice prior to making any decisions on your next real estate transaction.

How to SAVE energy and MONEY when you renovate

Builders and renovators must comply with BASIX requirements



When you decide to build or renovate in 2009 you are required by law to adhere to the Building Sustainability Index (BASIX) requirements.

Introduced by the State Government, BASIX ensures that homes are designed to use less potable water and be responsible for fewer greenhouse gas emissions by setting energy and water reduction standards.

BASIX is a free online program that is accessible to anyone. The user enters data relating to the property design, such as the location, size, and types of building materials, into the BASIX tool and it determines how the plan scores against the State's energy and water targets. The design must pass specific targets before the user can print the BASIX Certificate.

The certificate lists all the commitments the user has agreed to, and the Certifying Authority checks these during various stages of construction. The certificate must be attached to the development application before it can be processed.

The Principal at The Property Shop, Hugh Bateman, said BASIX was designed to encourage builders and renovators to use up to 40 per

cent less potable water and produce up to 40 per cent less in greenhouse gas emissions. It applies to any major renovation work and requires council consent.

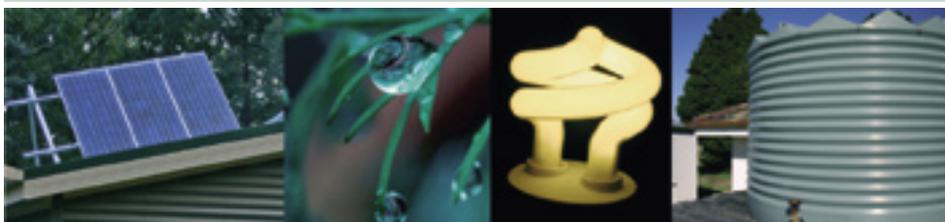
Hugh said BASIX targeted three main areas, water, energy and thermal comfort.

"It encourages careful design features and fixtures, such as passive solar design to make a home naturally warmer in winter and cooler in summer, skylights to bring in natural light, and landscaping that requires less water and use of wastewater.

"All of these features are designed to minimise costs and increase household savings as well as being environmentally friendly," Hugh said.

"Other incentives such as government rebates on solar power and solar hot water systems, insulation rebates and rain water tank rebates are also designed to save our precious resources and help reduce household expenses."

For sound, friendly advice about the best way to make your home environmentally friendly, consult the team at The Property Shop. They can explain the BASIX requirements and other property matters.



Top agents record great sales!

Professionalism and dedication sees The Property Shop achieve excellent results

Continued from page 1

"We are the recognised market leaders in Mudgee and the surrounding area. This is because we're passionate about our community and committed to providing a professional and understanding service to our valued clients."

Hugh told Property News his sales team was confident that now spring was here the market would improve even further towards Christmas.

"As such, we strongly advise vendors to list their home now. It's obvious we are going to continue 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," he said.

Hugh added that vendors should also take advantage of the high prices at the lower end of the market.

"The First Home Owners Boost (FHOB) has encouraged a lot of first homebuyers so houses in that bracket have been selling well. Despite the grant being reduced from 1 October, vendors should list now rather than delay."



If you're in the market to sell your home, don't risk it remaining unsold with another agent! Call the team at The Property Shop who knows how to get results – fast.

View properties for sale at 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

Now is the perfect time to invest!

Purchasing an investment property to rent is quite different to buying a home for you to live in.

In this report, we discuss some of the things to consider when purchasing an investment property. If you consider your options wisely, your return on your investment property may be far greater than you thought possible.

Where do you start looking for a good investment property?

People often think of their local real estate agent as the last port of call in the chain of buying a property. But when investing in a rental property, your local real estate agent has the professional resources and is trained to maximise your return and minimise complications.

Remember, week in and week out your local real estate agent is involved in dealing with many rental properties ranging from the cheapest bedsit through to the executive home. With this experience comes a vast array of knowledge on recognising a good rental property.

The local agent knows what most tenants are looking for in their area, it is wise to stop and take the time to chat with your real estate agent's property manager as to what they consider is the best property to rent out in the local area.

They may even have on their books, a property that is for sale, which fits the possible criteria of what makes a good rental property. Several minutes with your local real estate agent may save you many hours of hard work looking for the right rental property.

What type of property is best for renting?

You have to assess your investment based on what the majority of tenants would be looking for.

Is the property close to public amenities? Considering petrol prices and longer working hours, the average

tenant is looking for a property close to public transport, shopping, and other recreational amenities.

Will your property attract the right tenant? Are you looking for a secure long-term rental? Then it is probably not wise to purchase an investment property in an area that attracts a transient population. Similarly, it is no use purchasing the most expensive property in the area attracting the highest rents, because it may limit the number of likely tenants who can afford such a property.

Stick to the middle ground

In most cases, it is wise when investing in a rental property to purchase a dwelling which will attract the highest number of quality tenants. The type of property that the average tenant is looking for will usually give you the greatest long-term return on your investment.

Speak with your local real estate agent's property manager. They will be able to help you answer all the above questions and most likely will have rental properties on their books ready for sale which the average tenant would like to rent!



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



Bernice Offner
Residential Property
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.

www.thepropertyshop.com.au