

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Team well-stocked with experience

Knowledge of the local market puts The Property Shop Mudgee team streets ahead

The team's combined and individual skills enable them to repeatedly outsell their competition and deliver breath-taking results for their vendors.

In this report, we introduce you to four of the agents from The Property Shop Mudgee and they reveal their track record and the individual skills they bring to the team.

Damian Kearns is a fourth generation Mudgee local who has strong ties to the area and in depth knowledge of the region.

"After initially working in the competitive market of Sydney's northern beaches, it's my love for the country life and the strong economic future of the town that fuels my passion for selling property in the Mudgee area," he revealed to Property News.

Most of Damian's business is from repeat or referral clients, which is a testament to the superior level of service he provides to his clients. Damian recently achieved fantastic sales results when he sold the property at 18 Henry Bayly Drive, Mudgee.

"My passion and enthusiasm for the local industry ensures I give 110% to every property sale I am involved in," he said.

Peter Vanags is a local who has recently returned to Mudgee after several years working with a major real estate office in regional NSW.

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In this issue of Property News:

- Team recognised at top awards
- Local knowledge track record in the area
- Practical steps for protecting your investment

THE PROPERTY SHOP

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

Letter from the Editor

Dear Reader

With the announcement of a fourth coal mine at Laheys Creek, Mudgee and Gulgong will again see large employment opportunities in the district as a result of the proposed development. The underlying benefits associated with the establishment of mines in rural towns such as ours are massive.

The possibility of rail once again reopening in Mudgee for coal transport after being closed for some years has rekindled a large amount of discussion in the town.

One aspect is apparent, that is Mudgee must fight for safe accessibility for vehicles over the rail line on the entrances on Sydney and Gulgong Roads and also on Douro Street near our schools.

Growth and development is encouraging, however it should never be to the detriment of the community. I encourage the community to embrace and support Council in their plight to have the infrastructure we deserve associated with the rail line.

With the current demand for housing growing, together with the expansion in the mining industry adding employment, the area no doubt will experience massive growth. Residential properties are becoming fewer in the market. This is an extremely different scenario to that of 2007 and 2008.

Given there is such a healthy amount of activity in the area, some very good opportunities exist for sellers at present. If you are thinking of selling call our office where you will be supported by no less than four very keen property consultants.

For investors our expanded property management team of four are there ready to help lease your residential or commercial property.

Enjoy the autumn.

In the meantime...love where you live!

Hugh Bateman
Principal



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“Team effort” recognised at top awards



The Property Shop was recognised for its outstanding achievements in the industry at the recent Australasian Real Estate Results Awards, taking home one winning award and three prestigious nominations.

The celebrated Annual Achievement Awards, held in Sydney, are hosted by Australia's leading network of independent real estate agencies the Real Estate Results (RER) Network.

The awards recognise the outstanding achievements of members throughout 2009 with a strong focus on service excellence, community achievement and innovation.

The Property Shop won the Community Achievement of the Year Award ahead of two other finalists, well known Sydney Agents Sarah Lorden Real Estate of Balmain and Cunninghams Property of Balgowlah.

A contingent of team members attended the gala function held at the Sydney Opera House to see The Property Shop Principal Hugh Bateman accept the award on stage.

In his speech, Hugh dedicated the award to the team saying that the win “was a team effort”.

The Property Shop was also named finalists in three separate categories – Rural Agency of the Year, Rookie of the Year (Lucas Sheppard) and Commercial Agent of the Year (June Lewis).

The RER Network CEO Michael Sheargold said all finalists were to be congratulated as the awards were contested by some of the nation's top performers.

“Nominations were extremely impressive with the most phenomenal results achieved Network-wide,” he said.



Local team knows industry inside and out

Armed with extensive local knowledge and industry skills, the agents from The Property Shop Mudgee are leaders in the field.

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Peter is thrilled to be working in the Mudgee real estate industry during a time when strong current and long term growth is being experienced.

“After returning to the area I continued to build on my knowledge of the region and I have a long list of satisfied customers in the area who continue to seek my services for all their real estate needs,” he said.

In 2008, Peter furthered his real estate qualifications by obtaining his real estate/auctioneer’s license.

“It is vitally important for agents to maintain regular industry training to stay up to date when discussing all the aspects of real estate with both buyers and vendors,” he said.

With a background in the building industry and in car sales, Lucas Sheppard has spent the last 12 months working as a valuable part of The Property Shop Mudgee team.

With an average of one sale and one listing per week achieved during his first year as a sales agent, Lucas has certainly found his calling. He was also recently named a finalist in the category of Rookie of the Year at the Australasian Real Estate Results Achievement Awards held at the Sydney Opera House.

“Purchasing and selling a house is one of the biggest decisions a person will make and to be a part of that, whether it’s a first home buyer or buyers upsizing to a new



Lucas Sheppard ►



Hugh Bateman ►



◀ Damian Kearns



◀ Peter Vanags



family home, to help someone achieve that is so very satisfying,” Lucas said.

Lucas recently sold the property at 16 Herbert Street with wonderful results and is excited about what the rest of the year will unfold for property sellers and buyers.

Hugh Bateman has been selling real estate in Mudgee since 1973. Born and bred at Meroo he knows the Mudgee district like the back of his hand.

Hugh is a real estate encyclopedia. Ask him who owns what property and where and he can tell you.

His list of property sales over the years eclipses any agent in the district, sometimes having sold the same properties several times over.

He is passionate about real estate and the people he works for - his sellers. “I just love this business, the new people you meet and the friends you make over the years of conducting business with them. “

Hugh has a very strong referral base of clients, hence the reason for repeated sales of the same property over and over again. He looks forward to many more years of vibrant listing and selling.

If you are thinking about selling and would like to employ an agent with the skills and knowledge to help you achieve the best possible result, talk to the team from The Property Shop Mudgee.

View properties for sale at www.thepropertyshop.com.au



2010 Winner:



Hugh Bateman
Principal



Lucas Sheppard
Property Consultant



Damian Kearns
Property Consultant



Peter Vanags
Property Consultant



Would you like to be in real estate?

Your Name
Property Consultant

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!

Australasian
Real Estate Results
Achievement Award

www.thepropertyshop.com.au

Maintenance

Protect your investment

Ensure your rental property is in tip top condition to reduce the risk

Buying a rental property and becoming a landlord can be an intimidating, yet thrilling experience.

Once you dive into property investment, it is vital to employ the services of a professional agency and property manager to guide you through the complex process.



By employing a trusted property manager, the stress of being a landlord is significantly minimized as they can provide you with all the information you need to make your investment not only successful, but almost stress-free.

The experienced property managers from The Property Shop pride themselves on keeping abreast of all the changes in the industry and providing their landlords with the best service and advice possible.

When you are committing large amounts of money into an investment property, it is vital that you take the necessary steps to protect your investment in case a problem arises.



The first most obvious step landlords should take when looking to protect their investment is taking out landlord protection insurance.

This insurance covers landlords in an unexpected situation where they may lose rental income or the property is damaged. Landlord insurance is tax deductible and also provides peace of mind for landlords.

While insurance is the best way to protect your property, there are other more practical steps to take which can be even more important.



Ensuring your property is fitted with safety devices like working smoke alarms, electrical safety switches and even a fire extinguisher could prevent a catastrophic disaster, which has the potential to destroy your property and more tragically, may take a life.

These devices are relatively inexpensive and allow you to provide a safe environment for your tenants while potentially preventing serious damage to your property. It is often a good idea to replace these items when a new tenant moves into the property.

Carrying out regular maintenance inspections, like annual pest inspections, will ensure your home is protected from destructive pests like white ants.



It is also a good idea to have a yearly building inspection carried out by a reliable professional to ensure there are no potential building defects.

When maintenance is needed on your property, it is very important to attend to the problem as soon as possible to avoid liability.



Attending to maintenance issues promptly will reduce the chance of possible injury to your tenants and could also prevent a small repair from turning into a bigger, more expensive problem.

When work needs to be carried out on your property, your property manager will be able to inform you on the best action to take and they can also recommend a qualified tradesperson who is licensed to carry out the work.



Landlords need to be able to put their full faith in the skills and expertise of the property management team if they want their property investment experience to be as smooth sailing as possible.

For more information about property investing, maintenance or other property management issues, talk to the experienced and friendly team from The Property Shop.



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



Bernice Offner
Residential Property
Management



Danielle Lancashire
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