

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

## Buyers waiting to buy \$300,000 homes



Agents urgently seek listings as demand grows for quality homes



**A leading estate agent in Mudgee is urgently seeking more listings, especially for properties selling for under \$300,000 following the quick sale of homes in that price bracket.**

The Principal of The Property Shop, Hugh Bateman, said some properties in that bracket had been sold within 24 hours of being listed and the agency needed more homes in that price range to meet the demand from qualified buyers on its database.

"We have an extensive database that includes purchasers who are keen to buy

good quality homes in Mudgee and the surrounding areas below the \$300,000 mark," Hugh said.

**"If anybody is planning to sell they should contact us immediately and we will assess their property and advise them on the best way to market it so we can maximise the price."**

"Our agency comprises professional agents with many years experience in the industry and we will be only too pleased to not only list a home but to immediately access our database and try to match it with one of our prospective purchasers.

"Owners can rest assured that when we estimate the market value of a property we will give them an honest appraisal of what the property is worth. Some agents overestimate the selling price to try to win the listing but we are not prepared to do that because we know it damages an owner's chance of selling for a fair price."

**For a free appraisal of the market value of your home, contact the sales team at The Property Shop, on 6372 2222.**

In this issue of Property News:

- March is the busiest property sales month
- New home security offers safety for elderly
- Cut your electricity bill by reducing energy costs



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

## Letter from the Editor

Dear Reader

Despite Australia's unemployment rate dropping, headline inflation at about 3 per cent and the fear of further interest rate increases, investors continue to enter the Mudgee real estate market.

Confidence in the area, boosted by mine expansion, lack of accommodation in the area and compounded by a volatile share market, has given property investors every reason to re-enter the property market.

The biggest issue we have at The Property Shop is the lack of houses for sale in the under \$300,000 bracket. This is a strong market and can be exemplified by the fact that two homes listed with our firm recently sold within a day of listing.

New research reported recently shows that Australians are willing to pay more for residential property despite the likelihood of interest rate increases.

The www.realestate.com.au Consumer Insights Survey found that about one in six (16 per cent) of property seekers were willing to spend 10 per cent or more above the asking price when looking to buy a home.

The report also indicated that 50 per cent of the consumers surveyed expected the property market to remain strong well into the second half of the year. The bottom line is, if you're thinking of selling, now is the time to do it.

With brilliant rains during winter, farmers are looking to a fantastic spring season, one that is well and truly overdue. This will also inject confidence into our rural community.

We trust you enjoy this newsletter.

In the meantime . . . love where you live.

**Hugh Bateman**  
Principal



# Assess property markets carefully!

## The Property Shop gives sound advice about selling and buying in today's market!

**Often you will hear agents say properties that are listed and priced to the market are selling well.**

The Principal of The Property Shop, Hugh Bateman, told Property News that from that aspect it really was quite obvious that when someone was making such an important investment, you would expect it to be done at the "right price".

"Buying houses can be emotional and sometimes it is emotion rather than practical thinking that takes place. It may be the feel of the property; its looks and appeal or simply the location that encourages a buyer to pay above the market price.

"It's so true and if you want to see an example of how people pick their political parties you only have to look at the up and coming Federal election this month. We've all been pounded with political spin, however many voters will vote on looks, appeal, even hair colour," Hugh said.

**"Just the same can be said when it comes to property. A lot of agents are saying that buyers are being more careful and assessing where to invest their money. Less competition from other buyers is providing homebuyers**

**with larger choices and as a result they are taking their time, selecting smartly and requiring properties to be up to their standard.**

"Many vendors are yet to catch up with the market cooling in the last couple of months and are still commanding prices that buyers are not prepared to pay. Possibly one of the problems has been that the market has been so buoyant and it's hard for sellers to keep up with what is happening," he said.

"The best way sellers can research the value of their home is to speak to their agent or do research themselves. Consider only places that have sold in the past six months to arrive at a reasonable opinion. Three months is even better because they are recent sales. Properties on the market and that are not sold are not market indicators. Compare apples with apples."

**If you would like an obligation free opinion on the value of your property call the sales team at The Property Shop, Hugh, Damian, Lucas or Peter, on 6372 2222.**



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## RPData research reveals spring is not the best time to sell!

RPData research analyst, Cameron Kuster, said that despite the fact that March was the busiest month for sales, research showed there was a minimal fluctuation in sales activity, except during December and January when sales volumes fell away considerably.

The Principal of The Property Shop, Hugh Bateman, said March was traditionally a busy month because after the Christmas break and school recommencing, buyers tended to concentrate on the property market.

He said the results from RPData revealed that autumn attracted 26.6 per cent of all sales while spring, which most

people thought was the best time to sell, was the second busiest season.

Hugh said that although spring traditionally was a time when there were large numbers of listings, it did not necessarily mean there were more sales. In fact the statistics showed that more listings did not convert to more sales.

Hugh said The Property Shop found that the greatest increase in house sales was actually between January and March and the listings usually followed.

**If you are planning to sell your home, contact The Property Shop on 6372 2222 for a no obligation free market appraisal.**

One of Australia's leading real estate researchers has revealed evidence that suggests on a national basis, March is the busiest month for house and unit sales.

## New home security system is great for the disabled

### Voice recognition technology foils burglars

**Home security systems are becoming more and more sophisticated.**

A new Canadian voice recognition security system is now on the market and it is already proving popular with some consumers.

Most home security systems detect motion and body heat. However, the new voice recognition system does not utilise either of these types of detection methods.

The technology used with the voice recognition system is quite remarkable. It is compact and can be concealed without difficulty. In most cases these systems can differentiate between man and small animals and insects, which is a big help in avoiding false alarms.

The latest security device provides you with the facility to arm or disarm your home at your voice command. This is great for the visually impaired, disabled and those who have difficulty with keypads.

Voice recognition systems can operate up to 10 metres outside the house and can cover the entire home.

Because the system is wireless operated a burglar cannot cut wires to demobilise the system.

For more information on a voice home security system talk to your local home/office security installer.

**If you want expert advice about any property matter, contact The Property Shop on 6372 2222.**



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



*2010 Winner:*



**Hugh Bateman**  
Principal



**Lucas Sheppard**  
Property Consultant



**Damian Kearns**  
Property Consultant



**Peter Vanags**  
Property Consultant



Australasian  
Real Estate Results  
Achievement Award

**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!**

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

# Tips to cut your electricity bill!



**Reducing energy costs not only saves money but helps the environment!**

**With electricity charges rising, reducing your electricity bill will not only save you money but will also help the environment.**

**The Principal of The Property Shop, Hugh Bateman, said some people thought they needed to move heaven and earth to reduce their energy bill, when in fact there were several things they could do to conserve electricity.**

**“Winter in Mudgee is a great time to begin, so here are some tips that may make a big difference to your electricity bill,” he said.**

- ✓ Use compact fluorescent light bulbs (CFLs). Throw those incandescent bulbs out and replace them with CFLs, which are energy saving bulbs.
- ✓ If you want to reduce lighting costs at night you can also opt for motion sensing lights that will only turn on when they sense motion, for example walking from one room to another.
- ✓ Also, look around the house regularly and turn off any lights that don't need to be on.
- ✓ Turn off and unplug electrical appliances that are not being used. Check that all unused appliances are completely powered off or unplugged from their outlets. Don't leave them on standby mode or plugged in when you're not using them. Check the computer, phone charger and electric drill battery charger; they may seem inconsequential, however they add up.
- ✓ Hugh said that recently friends told him they went to a home where the family left the TV and computer on all day, even when they and the children were out. Now there's real potential for saving energy!
- ✓ Use heaters and air conditioners wisely. Make sure your air-conditioning filters are clean. Dirty filters can make your air-conditioning unit and heater use more energy. Make sure your blinds and curtains are drawn properly to contain warm air.
- ✓ Another tip is to replace old appliances you know are not working efficiently. Sure replacing that old refrigerator is costly however it may cost you a lot more over time through inefficiency. Check them all out. Consider using a laptop instead of a desktop computer for low electricity consumption.
- While talking about laptops, one of the main causes of house fires is laptop computers being left plugged in for long periods of time. So unplug that laptop now and not only save power consumption, but perhaps save your house!

**For sound advice about all property matters, contact The Property Shop on 6372 2222.**



*Working for you  
around the clock!*

## Want to rent your property?

**Call us today  
on 6372 2222!**



**June Lewis**  
Commercial/Strata  
Manager



**Graeme Kurtz**  
Residential Property  
Management



**Bernice Offner**  
Residential Property  
Management



**Ray Peters**  
Commercial 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](http://www.thepropertyshop.com.au)