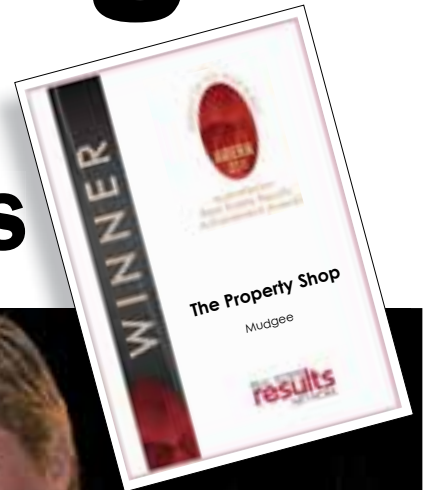


PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Thank you Mudgee!

The Property Shop receives further awards



See page 3 for details ▶



Left to right: Michael Sheargold, CEO of the RER Network, Damian Kearns of The Property Shop & Natalie Cook, Olympic Beach Volleyballer.

In this issue of Property News:

- Accentuating the positives when selling
- Top awards for Mudgee
- Responsibilities of the landlord and tenant



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

Letter from the Editor

Dear Reader

As the Bateman family enters a new phase in life, I want to take this opportunity to thank Mudgee for the support and generosity shown on the recent loss of our son Sam.

We never had any doubts about the great sense of community this town and its environs possesses. Quite frankly I have never known an area quite like Mudgee; no doubt that's why we're all still here!

I have to say how immensely proud I am of the team we have at The Property Shop. Each and every member of this team is caring, passionate and indeed incredibly supportive. That in itself has been displayed in the recent awards presented to the company and to one of our team members.

The Real Estate Results Network Award for Australasian Rural Agency of the Year (yes that includes Australia and New Zealand) presented to us was just the most amazing award any real estate company could ever want to achieve. That achievement could not have been successful without the massive support we receive from the Mudgee/Gulgong community.

Damian Kearns' success in winning Australasian Regional Agent Achiever of the Year is an absolutely fantastic achievement. This is the third year our company or one of its team have received awards for outstanding contribution to the community at the real estate industry awards.

At the risk of repeating myself I have to thank the community for having the confidence in dealing with us as sellers, buyers, tenants or landlords over the past 38 years and contributing to the tremendous growth of the company in more recent years.

Thank you Mudgee and indeed ...love where you live.

Regards

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Keep it positive!

Before putting your home on the market make sure you eliminate the negatives

First impressions count, so the first few minutes are vital when someone is inspecting your home with a view to buying it.

That means you need to follow the advice of the old song, "**Accentuate the Positive, Eliminate the Negative**", to ensure that prospective buyers like what they see as soon as they arrive at your door.

Assuming you've done everything you can to accentuate the positive, with your home clean, tidy and in a good state of repair, what are some of the negatives that might still have the potential to turn people against the idea of buying your home? And what can you do to eliminate them?



De-clutter

Prospective buyers need to be able to visualise themselves living in the house. Without depersonalising it totally, leave it as clear as possible so they can picture their own furniture and possessions around them. This doesn't mean taking everything off every bench top, but clear the decks of unnecessary paraphernalia, put three quarters of your personal stuff away and you'll be surprised at the difference it makes.



Deodorise

If you smoke or have pets, newcomers to your home will probably notice odours that you have become accustomed to. Or perhaps you have a piece of furniture or old books whose musty smell doesn't bother you but may bring a wrinkle to the noses of prospective buyers. Track down such odours and remove them by cleaning or putting the items into storage. Put fresh flowers around, open your windows if the weather permits and invest in a few aromatic diffusers for various rooms.



Lighten up

Most people prefer light homes. Besides, if your home's interior is extremely dark, they may wonder what you're trying to cover up. Before your home goes on the market, consider repainting any dark walls in a light, neutral shade. Make sure all the lights work and trim any trees outside windows. Before an inspection, open blinds and curtains to let in as much natural light as possible - and make sure your windows are clean!



Keep your distance

Many people feel intrusive when inspecting a home whose owner is on the premises. If you're at home, keep a low profile and let your agent show the people around.



This will make the process a lot more comfortable for everyone.

Top awards go to Mudgee agents



The select group of independent agencies, agents, property managers and support teams competing for these accolades incorporates 35 agencies and over 800 individual members throughout Australia and New Zealand.

"These Awards are the result of an enormous team and individual effort but it goes without saying that we owe a great deal of gratitude to our current and past clients including property sellers and buyers as well as landlords and tenants", stated Damian Kearns.

"We thank the community of Mudgee and its surrounds immensely for having the trust and confidence in our team to help with their sale or purchase or in managing investment properties."

The team at The Property Shop are proud of their reputation as an enthusiastic, dynamic, innovative and progressive team.

With almost four decades of outstanding service to clients in the Mudgee community the team strives for the future with close monitoring of long term real estate trends, education and training enabling exceptional growth at The Property Shop.

What that means to you as a consumer is the highest level of service, the right advice and a commitment to achieving the best results for you.

Experience award winning service by contacting the team at The Property Shop on 6372 2222.

Agents praised for their professionalism

Australia's leading network of independent real estate agencies, the Real Estate Results Network (RER), recently held its prestigious annual Awards in Sydney on 14 February 2011.

At the ceremony The Property Shop were announced as winners in two categories, first as The Australasian Rural Agency of the Year and sales agent Damian Kearns as the Australasian Agent Achiever of the Year in a regional area. Lucas Sheppard was also a finalist in the Rising Star of the Year category.

The Awards, known as the ARERA's (Australasian Real Estate Results Awards), recognises members for their outstanding achievements in the real estate industry throughout 2010 with a strong focus on service excellence, community achievement and innovation.

"All finalists are to be congratulated as Awards were contested by some of Australia and New Zealand's top performers. Nominations were extremely impressive with the most phenomenal results achieved Network-wide", said RER CEO, Michael Sheargold.

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



2011 Winner:



Hugh Bateman
Principal



Lucas Sheppard
Property Consultant



Damian Kearns
Property Consultant



Peter Vanags
Property Consultant



Like us on Facebook at The Property Shop Mudgee

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

Is your rental property fit to live in?



Landlords and tenants both have responsibilities to keep their rental properties in good order

Maintaining a rental property is usually a two-way street involving the input and co-operation of the landlord and the tenant.

Both have responsibilities to ensure that the property is fit to live in and that any urgent repairs are carried out as soon as reasonably possible.

Tenants who arrange to have urgent repairs carried out may be entitled to reimbursement up

to \$1000 provided the work is done by a properly qualified person and provided the damage did not result from a breach of the residential tenancy agreement.

The tenant would also first need to have made a reasonable attempt to notify the landlord of the problem before having the repair work done, and should provide a receipt for the cost.

Details of those responsibilities can be obtained from NSW Fair Trading but, in a nutshell, they are:

LANDLORD'S RESPONSIBILITIES

Before letting a property, the landlord must ensure that it is reasonably clean and fit to live in.

The property should then be maintained by the landlord so that it remains in a reasonable state of repair in regard to its age, its prospective life and the amount of rent being paid.

If the tenant notifies the landlord of a fault or damage requiring urgent repair, the landlord must have the work done as soon as possible.

TENANT'S RESPONSIBILITIES

The tenant must keep the premises in a reasonable state of cleanliness. Any lawns or gardens should also be kept neat and tidy.

The tenant must not damage the property either by intention or negligence. If any damage is caused, the tenant should notify the landlord as soon as possible, preferably in writing.

Unless permission is obtained from the landlord, the tenant cannot attach any fixtures or make any alterations to the premises.

Being aware of these obligations and observing them has advantages for both parties. The property is kept in good order, which maintains and hopefully increases its value for the landlord, while giving the tenant a safe and comfort place to live in.



*Our award winning
Property Management team*

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
Residential Property
Management

The Property Shop Property Management staff are committed to protecting your investment and obtaining the best possible return. Please feel most welcome to contact us for an obligation free appraisal of your rental property..

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