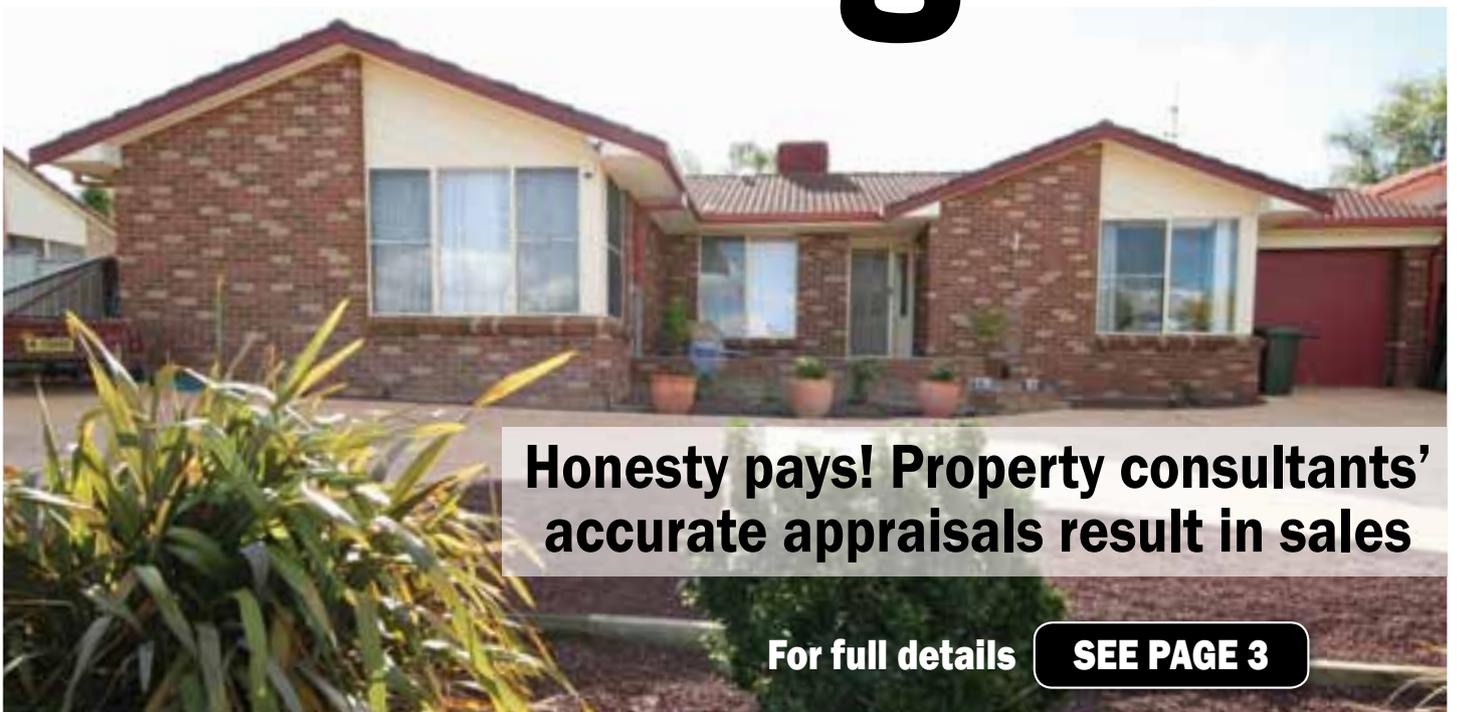


PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Agents ring up more sales in Mudgee!



Honesty pays! Property consultants' accurate appraisals result in sales

For full details

SEE PAGE 3

In this issue of Property News:

- Hair of the dog may spoil a sale
- Best ever property sales for the month
- Renovating your rental



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

Letter from the Editor

Dear Reader

As we enter the middle of winter our market is starting to show a trend that is usually not the case at this time of year.

Sales of land, residential property and small farmlets have stepped up a substantial notch with interest from both local buyers and people moving to the area from Queensland, the Hunter and the Illawarra creating a shortage of some types of property. In many instances our team has negotiated sales of some properties literally within hours of listing; not because the property is cheap, but because of our database of buyers who are ready, willing and able to buy the right property when it comes on the market.

Ulan Industrial Park is now officially on the market and we are proud to be the exclusive marketing agents. Iready the majority of Stages 1 and 2 (there are only 3 stages) are under Contract. Being located amid three very large coal mines in the region, there is little doubt that these properties will provide buyers and their businesses with a tremendous advantage.

Our congratulations go to Mid-Western Regional Council for their foresight in the development of the Glen Willow Sporting Complex. This is indeed one of the most modern sporting complexes outside the metropolitan area. Already the Council has secured the 2012 NRL City v Country match and the inter-Tasman National Touch Football series. Well done Council. Keep up the good work!

We trust you will enjoy this month's newsletter.

In the meantime ...
love where you live!

Regards

Hugh Bateman
Principal



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Hair of the dog may spoil a sale

Fido and Felix might be the bee's knees in your eyes, but they could become flies in the ointment if you want to sell your home.

Other animal lovers will understand the normal issues associated with pets, especially those allowed indoors – odours, fur and pet toilets to name a few - but these could prove negative factors for people who are not used to animals.

Even the presence of pets might prove off-putting. No matter how well behaved they are, there's always the risk that a dog could jump up on visitors or frighten them by growling, or that a cat could claw them if they try to make friends with it.

Therefore, as there's no way of predicting whether prospective buyers will be "pet people", you need to make some decisions about your doggies and moggies before putting the house on the market.



As much as you love them, your pampered pets can become problems when you're selling

SOLUTIONS

- One possibility is to relocate them, either to boarding facilities or to the home of a friend or relative.

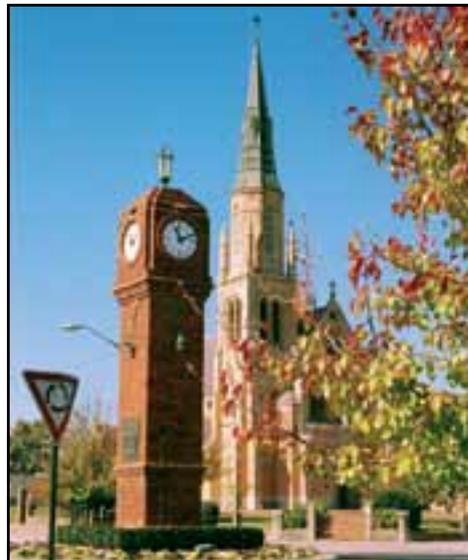
- Another is to change their status to "outdoor" animals - easy enough with such pets as guinea pigs and rabbits, but more difficult with cats or dogs who are used to being inside with the family.

If these aren't your preferred options, the alternative is to minimise those negative factors. Some suggestions are:

- Clean and deodorise floors and furniture thoroughly and regularly. Ask a friend or relative who doesn't have pets to test the air and insist on the truth! If animal odours still remain, you may need to hire professional cleaners.

- Make sure you keep pet toilets clean and out of sight. Even so, as animals have no sense of timing, keep your pets outside when you are expecting a prospective buyer.

It may all seem a lot of trouble, but it's better than letting well-meaning but unpredictable pets spoil a possible sale.



Have you visited Magical Mudgee (www.mudgee.net.au), Mudgee's own community website?

Everything you need to know about Mudgee is there including a registry of businesses.

Also why not become a friend of Love Living in Mudgee on Facebook?

Pick up your Magical Mudgee bumper sticker at participating businesses.

Properties sell at good prices



The Property Shop notches up one of its best ever results

There is no doubt that with the pending housing shortage in Mudgee, the property market is showing signs of growth.

There's no better way to demonstrate this than by the number of sales achieved by Mudgee's The Property Shop last month.

In that month, the company negotiated its highest numbers of sales for May since the business began in 1973.

In some instances, property has been listed with the company for only one day and sold to waiting buyers at the listing price or sometimes, for even higher prices than the vendors expected.

Such results vindicate the company's policy of appraising property honestly and at a price that will meet the market.

"We have a strict policy of putting a price on property based on comparable

sales method," said The Property Shop principal, Hugh Bateman.

"It is no use to the seller or us if we put an inflated price on the property that is not achievable.

"Some agents put higher prices on properties to win the listing, but such policies can leave a property languishing on the market for months. That can be seen just by driving down the road and noting how long an agent's sign has been up. As a result, the seller can lose money."

Potential buyers might also suspect something was wrong with a property that was on the market for a long time, Hugh pointed out.

By contrast, he said, honest appraisals had much better results. For example, a four bedroom home with garage and pool was listed with The Property Shop for just one day before being bought by the first buyer listed on the company's database.

"As a result of the vast number of sales we've achieved, The Property Shop consultants are now seeking further listings," said Hugh. "Any owners thinking of selling should contact us. We will give you an honest appraisal of the value of the property and also advise on the best way to present it, because good presentation is essential when selling a property. Most importantly, we won't buy the listing simply by telling the owner a higher price."

If you would like to know more, contact our friendly property consultants for an honest assessment on 6372 2222.

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



RENOVATING YOUR RENTAL

By offering a rental property in good condition you are more likely to attract the right tenants

There are three major advantages to spending some time and money preparing your property before you offer it to tenants.



1. A property in good condition will achieve a better rental figure than one that is fit for occupation, but in need of a fair bit of TLC.
2. It will be more likely to attract a better quality tenant who will look after it.
3. By carrying out some renovations and keeping your property in good condition you will maintain and increase its value, which is always an advantage if you plan to sell down the track.

Areas to renovate

The main rooms to consider for renovation are the **kitchen** and **bathroom**. If these are old, tatty and badly maintained and equipped, your property is unlikely to be attractive to good calibre tenants.

It's worth renovating or replacing these rooms and not in the cheapest way possible, either. While you don't have to buy the latest designer equipment make sure you're getting good quality, or it will soon be worn out and need replacing again.

New **carpet** also makes a big difference to the appearance of a property, but you don't have to spend a king's ransom on it. Rather than purchasing something plush it's better to buy standard, medium grade carpet in a neutral shade and add some high quality padding underneath. This helps the carpet to last longer and gives it that plush feeling without the extra cost.

A coat of **paint** in a light, neutral colour is another good way to freshen up a property. If you use the same colour throughout, you will find it easier in the future if you need to spot paint.

Getting organised

If you decide to renovate, you'll want it done as quickly as possible in order to get tenants in. That's fine if you're able to do the work yourself but, if not, you'll need to make sure you have things organised. Work out the order in which the work needs to be done and try to line up the necessary tradespeople accordingly.

Once this is all done you can take in your tenants, sit back and let your newly renovated property work for you.



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..