

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Mudgee on the move!

Council plan foreshadows future shire development



The Mudgee area is growing and there is every reason to be confident that its expansion will continue.

A strong indication of this is the Mid-Western Regional Council's draft Local Environment Plan (LEP) which is on display until Friday October 21.

The purpose of the plan is to open up new areas for redevelopment in the shire.

This move is indeed long overdue and, with the real estate market remaining extremely active in Mudgee, the months ahead will no doubt reinforce that need.

Residential land in Mudgee south is selling rapidly. Three estates are almost sold out, with approximately 25 lots out of 150 remaining unsold by our company.

New releases in two new estates to be listed with The Property Shop will see a further 50 lots in the Mudgee south area available shortly.

We encourage all land owners, whether you are in Mudgee or Gulgong, villages or on small or larger rural holdings, to view the draft LEP either at the Council Chambers or on the Council website www.midwestern.nsw.gov.au.

Story continued page 3 >>

In this issue of Property News:

- Mudgee growth hot spot
- Things to do before selling your home
- How to get your home ready for new owners

THE PROPERTY SHOP

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

Letter from the Editor

Dear Reader,

It's been a busy few weeks at The Property Shop. Our office has been active in the sale and leasing of a large amount of commercial property and residential houses, units and flats.

Depleting stock is now a major concern for the company with houses required for a wide buying community and houses and flats for a strong tenant demand.

Buying and renting enquiry is from a wide and varied area with recent activity from Queensland, the Hunter area and Cobar being the strongest.

Mudgee and the district is no doubt on the verge of some very exciting growth. I could never have imagined the projected magnitude of what is going to happen to the whole region over the next 5 to 7 years.

Given the strong enquiry for real estate and the recent changes to the First Home Buyers Grant as of January 1st next year, we encourage all first home buyers to make their very best efforts to buy a home prior to the changes taking place. After that date only new homes will provide purchasers with the Grant and Stamp Duty exemption.

At The Property Shop we will be only too happy to help first homebuyers achieve their goal.

We hope you enjoy this month's newsletter.

In the meantime ... love where you live!

Regards

Hugh Bateman
Principal



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Things to do before selling your home

How to make sure a property is ready to go on the market

So you've decided to sell your home and you want to know how to make it as pleasant and profitable an experience as possible.

With the help of a savvy real estate agent you can prepare your home for the market and decide on the right price for it, but first you need to decide what you will do after the event.

If your home sells quickly, you don't want to find yourself with nowhere to go, or paying expensive rent while you think about what to do. So the first thing to do is decide why you are selling and where you want to live afterwards.

Are you upgrading or downgrading? How many bedrooms will you want? Are you moving to another area or staying in the same neighbourhood? Do you need to be near amenities such as shops and transport? Are you a gardener or would you prefer a low maintenance yard? What type of price range will you be considering if you receive the expected price for your home?

These are all things you need to think about before putting up the For Sale sign. Decide on the area where you want to live after selling and check out the homes and prices. Talking to real estate agents is a great way to learn about the advantages

and disadvantages of various areas and to find out about any planned developments.

It's then time to get your home ready so it presents in the best possible way to would-be buyers. Expensive renovations won't pay off but look after any maintenance issues, clear the decks as much as possible and make sure both the interior and exterior are as clean and tidy as possible.

You'll also need to talk to your agent about setting a price for your home. While you naturally want to get as good a price as possible, be guided on this, as an overpriced home can sit on the market for a long time, causing people to wonder if there is something wrong with it.

If you follow these steps, you'll find selling a home is a positive experience rather than the stressful event it could be if you didn't prepare properly.



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Growth hot spot!

Continued from page 1 >>

The draft LEP has been prepared in a Statutory Standard Instrument template. All Council's across NSW are now required to implement the template which imposes a set of zone options from which Councils choose those that are best suited to their own circumstances. When looking at the

Mudgee joining the top growth areas of NSW

draft LEP, you'll find there is a land use matrix, a table that shows all the different land use terms in a column.

It may seem daunting at first sight but it's worth persevering. Once you know which zone you are in, you can determine

which uses are allowed in that zone. If you then wish to make submissions in relation to the plan, you can do this any time up to Friday, October 21, while the plan is on exhibition.

It's one way to play your part in the future of Mudgee which will no doubt be one of the big growth areas in NSW over the next five years. Already considered a "hot spot" by one of Australia's leading banks, the Mudgee area is clearly on the move.

Whatever real estate plans you have in mind, get help from the experts at The Property Shop 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



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Time to let go!

How to get your home ready for new owners

Once you've made the decision to put your home on the market, you need to begin to regard it as someone else's home.

This doesn't mean clearing it completely of all personal items but it is important to make it as easy as possible for other people to see themselves living there.

Therefore, as well as attending to any maintenance issues and making sure both the interior and exterior are as clean and tidy as possible, you need to neutralise it to some extent. This relates to lessening that strongly personal stamp that most homes acquire when a family has lived there for some time. Some ways to do this include:

- If you have lots of family photographs around, remove most of them. As well as helping to declutter the rooms, removing the reminder of the people who live there will help people to feel less intrusive when they are inspecting your home. Pleasant prints can be picked up for a song and will fill any spaces that look too bare once the photos are removed.
 - Is there a room that you or another family member use for a craft or hobby? If so, you need to clear the decks so that potential owners can see the other possibilities of the room. They may want to envision it as a study or a spare bedroom but this could be difficult if it is packed to the rafters with sewing, scrapbooking or other paraphernalia.
 - And beware of stashing these personal items away in cupboards and drawers once you've removed them from sight. People like to check cupboards, and if they find them bulging are likely to get the impression that the home lacks storage space.
- Any items of furniture that have sentimental value for you but serve little practical purpose should also be removed while the house is on the market. Again, they could provide that personal stamp that may make it difficult for people to see the home as theirs. If you want to keep them, store them at someone else's place for the duration. By moving things out, you'll make it much easier for someone else to decide to buy your home and move in.**



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Residential Property
Management



Bernice Offner
Residential Property
Management



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