

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*

## What is the state of the PROPERTY MARKET in your area?



The hard-working team from The Property Shop stays on top of the latest property market information in order to deliver the best possible service to their clients.

The past few years have seen an avalanche of gloomy stories in the media about the state of the property market in some states. When you think that the average home owner usually sells only several times throughout their lifetime, it is easy to understand why homeowners are cautious when it comes to selling their homes.

So how do you sell your home in the current market? What steps should you take to ensure yourself the best chance of getting a good return on the sale of your property?

You must have an agent who has a solid track record of selling in the current market. This newsletter examines the track record of one local agent who consistently performs.

**See page 3 for full details >>>**

### In this issue of Property News:

- The state of the market
- Selling - pitfalls & hints
- What to do with rubbish tenants leave behind



## Letter from the Editor

Dear Reader,

2011 was a year of growth for our district. The year ahead has already begun with a bang and with projects well underway in the district, Mid Western Regional Council area is in for a busy year.

There are also a number of community projects which have now come to fruition or are nearing completion.

This year will see the opening of the Glen Willow Sporting Complex with the NRL Country versus City match among the first events on the 22nd of April.

Late in September the Trans-Tasman Touch Football Test will also take place at Glen Willow.

The completion of St Matthews School huge extension nears completion, the Mudgee Library and Town Hall Theatre construction will commence shortly, the Old Tafe site parkland is taking shape and the new Target store is well under way.

Major mining developments are now well underway, together with related developments as well as pending discussions on wind farms in the district.

The world may have some dire economic problems, it's certainly not evident in our area.

We trust you will enjoy this month's newsletter.

In the meantime, love where you live.

Regards,

**Hugh Bateman**  
Principal



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# Selling? Pitfalls and Helpful Hints

**Appointing a professional agent  
is the first step to success!**



**Selling your home is a  
special time for the family.**

**Are you concerned that if you sell today you are going to get the right price? Regardless of what happens over the next 12 months few people would deny that the Mudgee market is going to be extremely strong.**

This is basically brought about by a surplus of buyers over sellers.

As this is so, how do you go about selling your property when you are competing with other properties listed for sale.

The short answer is you need to make your property more saleable than your competition through better presentation, better marketing and by offering better value.

This doesn't mean you have to offer it at the lowest price because not every buyer is driven solely by the desire for a bargain.

For a start, a sellers' market is likely to attract more interest, thereby providing more potential buyers for your home! But this is not enough in itself to ensure a sale for you.

Secondly, the predicted growth in prices is now considered likely as such. Both these factors will create interest in selling your property.

The first secret to an effective sale is to assign an agent to the task, because you need someone who is not emotionally involved in the sale. You cannot afford to take personally comments and rejections that some buyers will inevitably make when viewing your property. The agent is there to shield you from all the hassle involved in selling.

Once you have appointed an agent you need to evaluate the presentation of the property. A professional agent will guide you about the best way to present your home to the market. Follow their advice and you will find it most helpful. Remember, as in all business matters, first impressions are most important.

The next step is to devise a marketing campaign. Once again an experienced agent will discuss this with you and if they really know what they are doing they will tailor a marketing strategy that is specifically designed to suit your property.

During the campaign your agent will probably market the property through the Internet, through signboards, in media advertisements and possibly through other types of advertising such as leaflets and brochures.

**Because of the agent's experience they will ensure that the property's special features are highlighted so that the buyer feels they are getting good value for money!**

**Get your Magical Mudgee sticker  
and proudly place it on your vehicle**

**MAGICAL MUDGEES NSW**  
mudgee.net.au

**If you have a business & haven't yet registered on  
mudgee.net.au email reception@thepropertyshop.com.au now**

# Mudgee property sales are moving forward - as long as you have the right agent working for you

## What does the changing market mean for property buyers and investors?

The team of professionals at The Property Shop Mudgee study the property market carefully so that they are fully informed when it comes to advising their clients about current conditions. Believing that helping property owners to make informed decisions about the best course for them is a crucial part of the service that The Property Shop offers. At The Property Shop they maintain real estate statistical records for their clients.

Although trend information and statistics provide a great starting point when it comes to making decisions about your property, the property market is changeable and varies widely in different areas. That's why it is crucial that you seek professional advice when it comes to buying or selling property. The team at

The Property Shop are fully experienced in marketing and selling property, and are also very knowledgeable about the latest market conditions in your local area.

Setting the correct price at which your property will sell quickly and achieve the highest possible price for you in the prevailing market is just the beginning of a successful sale. The Property Shop team are great communicators and negotiators with strong track records in their area. They understand how to attract buyers using their highly professional marketing skills, and how to negotiate a sale.

**If you want the latest information on sales in your area, and top quality advice on buying or selling property, contact the helpful team at The Property Shop.**



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

# ABANDONED GOODS

## When can you put the rubbish out?

### What do you do when your tenants leave goods behind?

Under reforms to the Residential Tenancies Act 2010, which came into force at the end of January 2011, there is now less red tape involved for landlords in regard to this problem.

Any rubbish or perishable items can be disposed of immediately. You do not need to notify the tenant or get permission for this.

If your tenants leave anything that is not rubbish, you can dispose of it after a certain time. You must try to notify the former tenants about this either in writing or over the phone. If you cannot contact them after two days, you should put this information in writing and display it prominently at the rental premises, such as on the front door.

**Goods of value, such as furniture and clothing, should be kept for at least 14 days.**



Old Laws	New Laws
Disposal of perishable items after 2 working days.	Immediate disposal of perishable items and rubbish.
Advertisement in state-wide newspaper.	Advertisement no longer required.
Storage period: minimum 30 days.	14 days minimum storage period for ordinary goods. 90 days for personal documents.
No dispute resolution.	Any party can seek Tribunal orders.

During that time they must be stored in a safe place, such as locked up in the rental premises.

Personal documents, such as birth certificates, passports, bank books, photographs, licences and memorabilia such as trophies or medals must be kept safely for at least 90 days from time the tenant is notified that you have them.

Former tenants can reclaim the goods in the allotted time even if they still owe you money. You can, however, charge an "occupation fee" if enough goods were left to prevent you from renting the premises. This fee, equal to a day's rent, can be charged for each day the goods have been held, up to a maximum of 14 days.

After the various times have elapsed you can dispose of the goods by donating them to charity, taking them to the tip, keeping them in the property if appropriate or selling them. Proceeds of any sale should be given to the tenant (less the occupation and sale fees) or sent to the Office of State Revenue after six years as unclaimed money. Personal documents should be returned to the issuing authorities or shredded.

**For more information contact NSW Fair Trading on 133 220.**



*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.