

THE PROPERTY SHOP PUBLICATION - ISSUE THIRTY NINE

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SOLD IN 48 HOURS!



How did one agency sell this Mudgee home after another had failed for three months?

See page 3 for full details >>>

In this issue of Property News:

- How to reduce stress when moving
- Mudgee home sells in just two days!
- Reap the rewards of a tight rental market



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

Letter from the Editor

Dear Reader,

This year has commenced with a massive bang!

The market for property is the strongest I've ever experienced with a tremendously vibrant sales market and leasing demand.

Our award wins at the ARERA's (Australasian Real Estate Results Awards) is fantastic and I must congratulate our team on a wonderful effort. Teams just aren't made they are created and each and every member in our company contributes greatly in a cohesive way.

As a part of our company's annual community action this year, apart from support to sporting groups and organisations which will continue, we aim to promote the impetus in to keeping Mudgee and the environment clean and tidy. We look forward to working with Mid Western Regional Council in that regard.

As we enter autumn, the district looks absolutely magnificent and will provide visitors to the region at Easter with a beautiful atmosphere.

We trust you will enjoy this months newsletter. In the mean time; love where you live!

Regards,

Hugh Bateman
Principal



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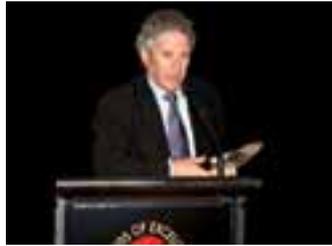
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The Property Shop Sweeps Awards



For the second time in two years, the Mudgee real estate agency The Property Shop has won two awards being finalists in three sections of the Australasian Real Estate Results Awards.

Presented on board Sydneys Star Ship on Sydney Harbour the company was crowned Australasian Rural Agency of the year. The local agency was also a finalist in the Community Awards Section.

The agency again hit the spotlight in the Australasian Regional Agent of the year where rarely, The Property Shop had two finalists in both Damian Kearns and Lucas Sheppard.

Lucas Sheppard was the resultant winner. Damian Kearns was ironically the past winner of this award in 2011.



Australasian Real Estate
Results Awards

Both the agents efforts were exceptional. Principal Hugh Bateman said "to have two agents in the finals from the one office in the finals amongst all the agents in the group in Australasia and New Zealand is amazing".

The award is based on sales, service, turnover of listings to sales, productivity and days on market.

The Rural Agency of the year Award is based on the companies service, productivity, turnover in the property management and sales areas.

Mr Bateman said he was overwhelmed by the awards and said one of the biggest attributes to winning the awards was the team support and effort. "We have 13 wonderful team members" Mr Bateman said.

ANTIQUES & COLLECTABLES

528 lots Saturday 17th March 10.30am

The Property Shop Auction Rooms

To include Vict. & Edw. furniture, porcelain & glassware incl Moorecroft, Shelley Doulton & others (finest quality), Pictures & Paintings.

Viewing Friday 16th March 5.00pm-6.30pm & 9.00am on the day of sale
List available on www.thepropertyshop.com.au/antiques.shtml

**Sale catalogued
& booked out**

Mudgee home sells in just two days

Local knowledge and experience prove a winning combination



When you want to sell a property, put it in the hands of The Property Shop!

That's the lesson to be learned from the Mudgee agency's stunning success with the sale of this home in Market Street, Mudgee.

More than three months ago, when the owners decided to sell, they listed it

exclusively with another real estate agent and put it on the market.

And there it stayed!

Despite the average selling time of six to 10 days in the area, and despite its obvious assets, the home did not sell. The assets included three bedrooms, two with built-ins, a modern kitchen, two split system air conditioners and a triple

garage. Overall it presented extremely well as neat and tidy, well maintained and in a good position.

But still it didn't sell.

After three months, the owners turned to The Property Shop for help.

And it took just 48 hours for that agency to show the right decision had been made.

Listed at \$309,000, the house sold for \$297,000 two days after it was listed by Damian Kearns of The Property Shop.

Experience and the local knowledge that has been a feature of The Property Shop since its establishment in Mudgee in 1973 were important factors in the agency's successful marketing of the home and its excellent rental possibilities.

Their confidence was proved right, with the home currently rented at \$370 per week.

"The property is in a price range which is very affordable," said Damian Kearns.

He added that there is a strong shortage of properties in this price range due to the massive growth in the mining industry in the area.

For this reason, if you're thinking of selling, now is the perfect time to list your home with The Property Shop and let it show you why it has gained its status as the most innovative, respected and client-focused real estate company in the Mudgee region.

Make the most of the expertise available at The Property Shop and contact the friendly and professional award winning team on 6372 2222.

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



2012 Winner:



Hugh Bateman
Principal



Lucas Sheppard
Sales Agent



Damian Kearns
Sales Agent



Peter Vanags
Sales Agent



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 Awards

www.thepropertyshop.com.au



Reap the rewards of a tight rental market

Question: When is a good time to invest in property?
Answer: Now!

The prediction is that property investors will do well in 2012 on the back of the same tight vacancy rates and soaring rents they enjoyed in 2011.

During 2011, investors throughout Australia enjoyed a landlords' market. The Australian Bureau of Statistics has indicated that over the 12 months there was a 4.6 per cent-plus rise in rents. Sydney recorded the fastest rising rents while Melbourne was at the other end of the spectrum with zero rental growth, and even declines in some areas.

With the exception of Melbourne, the positive news is expected to continue, with

the rental market still doing exceptionally well and rents continuing to increase.

This is good news for those who already have an existing investment property portfolio. For those who are still thinking about taking the plunge, the situation suggests that it is the right time to start.

Along with the high demand for rental accommodation, the combination of relatively low interest rates with the long-term potential for strong yields and capital gains presents the ideal conditions for property buyers looking to get into the market. As long as you have the finances to buy, 2012 will provide you with some

great opportunities to get your property investment under way or to add to a portfolio already established.

Once you've bought your property, you want it to work for you. A good strategy is to buy blue chip, median-priced properties in areas where there is always that high demand. And don't forget that proximity to facilities such as shops, transport and schools is always an advantage in ensuring your property is tenanted.

So if you're dreaming of securing your financial future through property investment, start checking the real estate agency windows, advertisements and websites.

Your investment property is waiting for you and there's no better time than now to secure it.



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.