



Some important things to consider when selling a property



From the desk of...

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So you have made the decision to sell your property. There are a few hidden traps awaiting the unwary vendor. Falling into one of these traps can have a big impact on the price the property achieves.

To start with, it is not a good idea to tackle the sale yourself. Go through an agency. It is one of the biggest financial transactions most people make, so getting the right advice on marketing, pricing and presentation will help achieve the best outcome.

Selecting an agent

Making this decision is crucial. Select an underperforming agent and it could have a significant impact on the outcome of, and profits from, your sale.

There are two types of agents – one works for the seller, while the other works for the buyer. You definitely want the first type, someone who is an advocate for you as the seller. You also want someone who is hungry for a sale for you.

Setting a realistic price

Working out a realistic selling price for the property is the next step for a vendor. This involves conducting significant research on the area. Factors like

location, aspect, noise, traffic, proximity to amenities, neighbours, school district and the current state of the local market all need to be considered. Again, this is where a good agent with their intimate local knowledge comes in. It is essential to know what the market actually sees your property as worth and your good agent is in a unique position to have the answer to this all important question.

Effective marketing

Once a property is styled and ready to go, it is crucial to generate as much interest as possible. Today, the number one way to do so is via internet advertising. However, it is also worthwhile to run a print campaign.

Professional, quality photography is important. It is also essential to get the copy accompanying the pictures right. You need good marketing copy written by an experienced writer. Yet another reason to engage a good agent. Effective marketing of your property is simply vital and they know how to do better than anyone. It's what they do!

If you are thinking about selling your property or just curious about its worth in today's market please arrange a no-obligation chat with us first.

5 easy ways to update a room

You don't have to hire a decorator to give a room a quick update with lots of impact. Whether you're getting ready to sell, have just moved in or feel like an overhaul, these five tips will give the room of your dreams in no time.

Change your fabrics

Replace your curtains, re-cover your throw pillows, buy a new rug. Any one of these can make a big impact; but all three will completely change the room! And if it's a bedroom, same rules apply: Replace the doona cover, re-cover the bedhead, and toss a few new pillows on the bed.

Freshen up with paint

Whether you tackle an entire room, or maybe an accent wall or two, a new coat of paint is probably the easiest way to change a room. From light and bright to dark and dramatic, paint can completely alter the mood.

Re-organize a bookshelf

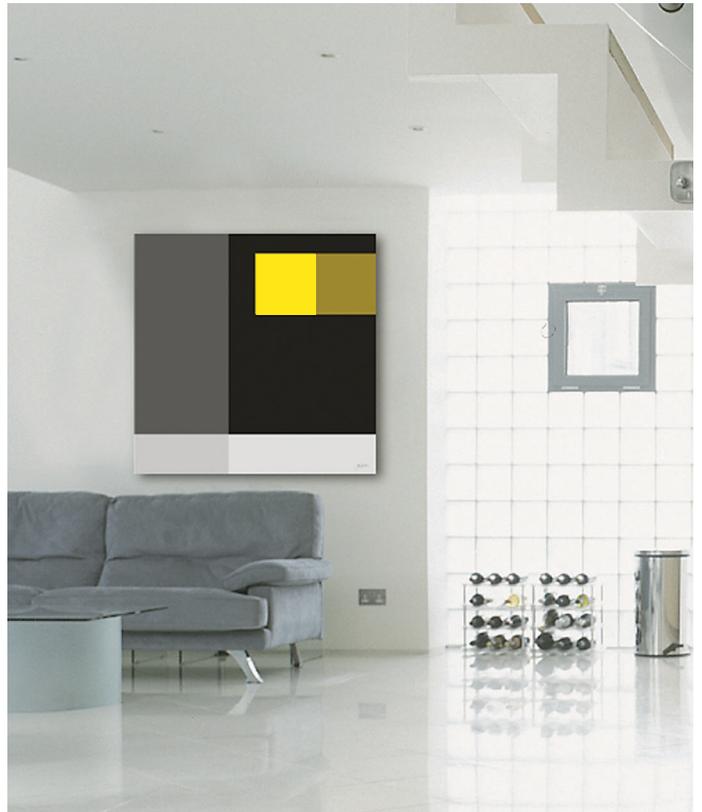
Bookshelves are amazing; not only do they keep your books organized, they can also be great focal pieces. Try colour-coding your books or arranging them in stacks instead of side-by-side. Remove an entire row of books and replace them with framed family photos or bright accent pieces.

Update your art

Updating the art on your walls is a great way to showcase the family talent. Frame your children's drawings or their finger paintings. Or grab a blank canvas and paint it a bright colour to hang in the kitchen (you don't have to be a Fine Art grad to add some basic pops of colour!). And the best part of this approach is once you've bought the frames, the art can be rotated throughout the year at no extra cost.

Add an accent

Is your bathroom feeling boring or your living room giving you the yawns? Pick bright, colourful wallpaper and add an accent wall! Paint stripes in your dining room, or buy a chandelier for your front hallway. Adding an impressive accent is a fun way to give the room some personality without a complete overhaul.



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Some ideas to protect your home while you're on holidays



There are things you can do everyday to help make your home safer but when you are on holidays it is not as easy. A home that looks unattended is generally an easier target for a burglar. The key to deterring burglars while you are away is to make it look like someone's at home.

Before heading off on holiday, here are some easy tips to prepare your home:

- Leave a radio on and tune it to a talkback station.
- Use a timer on lamps so it looks like someone is inside.
- Have the post office hold your mail and cancel newspapers.
- Arrange for someone to take your bin out and in.
- Hang some old clothes on the line and perhaps leave old shoes outside the front door.
- If you are going away for an extended period of time, consider getting a house-sitter and arrange for someone to mow your lawn.
- Don't leave invitations or notes about holidays in plain view such as stuck on the fridge, next to the phone or on a whiteboard.
- If you are out for the evening, leave a light on and close the curtains.
- Divert your home phone to your mobile or lower the volume on your phone.
- On your answering machine say "We can't come to the phone right now" rather than "I'm on holidays and will be back on..."
- If you live alone, say "We can't come to the phone right now" rather than "I can't come to the phone right now".

What's your home worth?

Houses – September Qtr. 2014. Percentage price changes published by the Australian Bureau of Statistics. The weighted average price of established houses for the eight

capital cities has increased 1.5 per cent since the previous (June) quarter and there has been a 9.1 per cent annual price increase.

m
melbourne

Q'tley change +1.0%
Annual change +6.9%

s
sydney

Q'tley change +2.7%
Annual change +14.6%

b
brisbane

Q'tley change +1.0%
Annual change +6.7%

a
adelaide

Q'tley change +1.0%
Annual change +5.6%

p
perth

Q'tley change -0.1%
Annual change +3.7%

h
Hobart

Q'tley change +1.0%
Annual change +4.3%

c
canberra

Q'tley change +0.3%
Annual change +2.4%

d
darwin

Q'tley change +0.3%
Annual change +3.4%

Ray White Queanbeyan Property Management



Are you unhappy with your current property manager or looking to rent your property for the first time?

As real estate experts, at Ray White Queanbeyan, we are well aware that for investors, time is money.

After all, you want to ensure you get the maximum return on your investment – and accomplish this as efficiently as possible.

Investing in property is a great way to diversify your portfolio, but it is also important to bear in mind that taking on the role of landlord is a big responsibility – and can place significant demands on your time.

This is where our team can help. Our comprehensive property management services take the day-to-day hassle out of running your rental property, giving you more time to do the things you enjoy. From finding great tenants and collecting rent to helping you manage any issues – large or small – that may arise, you can count on us to provide a professional property management solution.

Property management and real estate law

One of the things many property investors find daunting is a lack of knowledge or experience when it comes to real estate law. This is an understandable concern – landlord and tenant laws can differ widely from state to state, and unless you have a specific background in real estate or legal matters, it can be easy to feel as though you may be in over your head.

This is where the property management professionals at Ray White Queanbeyan can prove their value to time-crunched investors. Rather than spending your well-deserved free time studying property law, you can feel confident in leaving the management of your investment property to the professionals.

As experienced property managers, we can help you take care of your investment property.

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