

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Properties Snapped Up in Point Cook

ACE Real Estate is running the show on Circus Avenue!



Luxury Point Cook Homes Selling Quickly - See Page 3

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Message from the Directors

Dear readers,

Circus Avenue is full of good quality homes and they are selling quickly for excellent prices. Our feature story this month profiles two recent Circus Avenue homes sold by the team at ACE Real Estate.

Spring time is here and we have part two of our series, looking at ways to ensure your property's exterior is at it's best when the buyers come calling.

For those people who are considering investing in property for the first time, our page 4 story looks at some tips to help you in your new role as a landlord.

Remember our team are available to help out with your property needs - buying, selling or renting. Just drop in to our office or give us a call.

Kind regards,



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Preparing Your Property to Sell in Spring Part 2 The Outside

Spring time is here and it is the perfect time to put your property on the market. After Winter, potential buyers are drawn out by the sun shining and you want them instantly attracted to your property. Here are a few tips to ensure your property's exterior is at its best.

Front yard

First impressions are very important. If the outside isn't appealing people might think the inside has problems. The exterior of your property should look attractive and well maintained.

Ensure your front garden is well kept. In garden beds remove weeds and any dead growth and trim back plants.

Consider new mulch or other additions that can freshen things up. Spring time is all about colour and the bounty of nature so reflect this with a beautiful garden area.

Cleaning your driveway could be a smart move. Such a large area appearing spotless will make a big difference.

Check your letterbox is straight and clean. A small thing but it is indicative of the pride you take in your property. House numbers should be clean and easy to see.

A striking entrance

Your entrance area and doorway should appear spotless and inviting. Clean or even re-paint the front door if required.

Make sure hardware is clean and sparkling. A welcome mat may seem trite but is an important small detail that can help make people feel at home in your property.

Think about placing some attractive pots with yellow flowers near the entrance. It has been suggested that yellow stimulates buying urges. Whether you believe that or not, bright colours are appealing and indicative of spring.

Don't forget to clean exterior windows and ensure that any blinds or curtains are clean and neat.

Backyard

In spring people are thinking about enjoying the sun. Potential buyers want to be able to picture themselves gardening or entertaining friends on the patio or deck. So ensure your backyard reflects this.

Just like the front garden, make sure the garden beds look appealing. Keep the lawns mowed. Clear all rubbish and make sure everything looks tidy.

Note anything that needs work. Be critical and view the property objectively. Does the exterior need a coat of paint or at least a clean? Are the gutters clear and undamaged? Do the walls or paths need any work?

Then see to the repairs if possible. Don't have a potential buyer dismiss your property over a small problem that is simple to fix.

Outside living space

If your property has a great outdoor entertaining space then play it up. This could be your greatest feature. Make sure outdoor furniture is clean and attractive. Add some bright touches like throw cushions or candles. Create an outdoor space potential buyers will love and can see themselves enjoying.

Conclusion

Remember the goal is to make the outside of your house as appealing as possible. Ensuring your exterior is clean, functional and inviting will go a long way to help securing a sale.

If you are thinking of selling this spring then contact our office for more advice.

ACE Real Estate is running the show on Circus Avenue



SOLD

24 Circus Avenue, Point Cook

Properties are moving fast on Circus Avenue, Point Cook, and all thanks to the team at Ace Real Estate.

Two fabulous Porter Davis homes, set in Point Cook's prestigious Kingsford Estate have recently sold at excellent prices, showing not only the strong demand for luxurious, well-located family homes, but also Ace Real Estate's ability to reach the right audience.

Set on a generous 512msq, in an unmatched location, number 24 Circus Avenue offers four bedrooms and multiple living spaces with enclosed study, magnificent al fresco area and established gardens. Built to impress,

the property features elevated ceilings, top quality fittings and fixtures, as well as every modern convenience, including gas ducted heating, security cameras and superior Internet.

Listed by Sunny Sharma for \$720,000, this first class home attracted immediate attention. In fact, it was sold after only one day on the market. One inspection, one offer made and a sale secured for the exact listing price. A remarkable result considering the area's median price of \$580,000 – and all before an open home even took place.

Number 9 Circus Avenue, set on approximately 448msq, also listed by

Sunny, is a stunning family home with spacious relaxed living areas that flow from indoors to out. Beautifully designed with a north-facing aspect, there are four bedrooms in total, cleverly positioned away from the main living areas, including a luxurious master suite with ensuite and walk-in wardrobe. To top it off, the location is more than ideal, close to the freeway and shopping centres, and well inside the exclusive Featherbrook school zone.

The property was sold with equal success, and this time with only two offers made. While listed for \$670,000 to \$700,000, Sunny achieved an amazing sale price of \$681,000, well into the high end of the range.

The median price in the Point Cook area is definitely on the rise and good quality family homes are hot property. Circus Avenue has everything on offer in terms of location, with nearby schools and amenities – and when beautifully packaged in a stunning and stylish Porter Davis Home, you're left wanting for nothing at all.

With their vast experience in the area and a sound knowledge of the local market, the team at Ace Real Estate knows what's happening in Point Cook. And they certainly know what's happening in Circus Avenue, having sold two properties on the street, both at impressive prices. Outstanding homes sold by an outstanding real estate agency – success is the only possible outcome.

Call one of our sales specialists to sell your property. You won't regret the decision



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DO YOU KNOW WHAT YOUR HOME IS WORTH?

**Call Us Today For
A FREE Market Appraisal
on 03 8393 5500**



Top tips for first-time property investors

Planning, research and good management will help you to enjoy your investment

The purchase of your first investment property marks an exciting new financial phase in your life.

It may also cause some butterflies as you venture into this unfamiliar territory.

As with any first-term venture you may well encounter some problems but here are some tips that should help you to avoid, or at least reduce, some of the issues associated with being a landlord.



Screen tenants

Check their details carefully and contact their referees and former property managers. It takes time but it helps to ensure your property is in good hands.



Watch the money

Don't let tenants get behind with payments or you'll set an unfortunate precedent and find yourself out of pocket. If payments are late take immediate action to show you mean business.



Insure yourself

A landlord insurance policy can cover you against potentially expensive payouts and loss of rental income. Among its benefits is the protection it can provide if tenants damage your property.



Do your sums

Rental income yields are below home loan interest rates, so make sure you can cover the interest cost differential. Other expenses could include council, land and water rates, and maintenance.



Plan for a rainy day

As well as planning financially for the expected, you need to anticipate and provide for the unexpected, such as an unplanned vacancy or a sudden interest rate rise.



Put things right

Failure to attend to maintenance issues could prove a legal liability risk for you if tenants are injured. Have repairs done as quickly as possible, and keep an eye on general maintenance.



Keep your distance

Resist any temptation to become your tenant's new best friend; otherwise it could be difficult to take action if issues arise. This is a business relationship and should stay that way.



Inspect regularly

A minor maintenance problem now could become a costly repair job in the future. Regular inspections by you or your property manager can save a lot of time and trouble.



Don't be greedy

If you try to squeeze every last dollar of rental income from your tenants, you might lose them. This could result in a vacancy that can be more expensive than taking less in rent.



Consider delegating

Many people dream of owning investment properties but don't want the work of managing them. In that case, for a small percentage of the rental income it's worth appointing a property manager with time and expertise to look after your investment.

Our trained, professional Property Managers will look after your property as though it were their own.



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Call us today on 03 9931 1333 to discuss your Property Management options