

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

# POINT COOK PROPERTY IS HOT HOT HOT!



*21 Paradise Parade, Point Cook*

**SEE PAGE 3 FOR RECENT POINT COOK PROPERTY ACTION**

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**ace**  
REAL ESTATE

**Phone 03 8393 5500**

## Message from the Directors

Dear Readers,

Properties in Point Cook and Truganina continue to sell quickly and for good prices. In this newsletter we are featuring three recent sales and two recent listings. Please give us a call if you are interested in viewing these properties.

Christmas is approaching quickly. Decorations are already for sale in some shops. In this issue we discuss some of the reasons why Christmas can be a good time to sell property.

Just like selling your property, some people think it is much cheaper to manage your own investment property. Our page 4 article takes a look at some of the property management dos and don'ts, and the advantages of engaging a professional.

If you are thinking of buying or selling property, contact us today. Our experienced professional team is ready and waiting to help you.

Kind regards,



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# Selling Your Property Over the Christmas Holiday Season Part I ...



**Traditionally, Christmas has been seen as one of the worst times of year to sell, with buyers seeing vendors as desperate or worse.**

**But the tide has turned and experts now agree there are advantages to selling your home over the festive season.**

If you do it properly and stage your home correctly, you can in fact get a better price at this time of year.

There are quite a few distinct advantages to selling your home over Christmas.

If you are hesitant about selling, then let me convince you otherwise.

### Less Competition

There are still less properties on the market during the festive season, which means your home will stand out.

This gives a unique selling point in your favour, which is that competition is high among buyers but low among sellers.

There are potentially more buyers wanting your home, which means a better price for you.

### After Spring

After the wind down of the Spring selling season, there are people who have sold their home seeking a new property.

Also, there will be buyers who missed out during Spring.

Only one buyer can successfully purchase a house meaning there are always some, often many who are left disappointed.

These people are still browsing online, maybe not expecting to find anything, who will be pleasantly surprised when your home pops up.

### Traditional Appeal of the Season

The festive spirit can work in your favour when selling.

You can use the romantic elements of the season to attract and delight potential buyers, especially if your target is families.

What better way to attract attention than to have your home decked out for Christmas, smelling like gingerbread?

So work the angle as much as you can, without going overboard.

In part two I will discuss how best to decorate and stage your home over the festive season, to ensure the best result.

### Buyers are available and keen

While we may think of Christmas as hectic, many people have time on their hands, which means more time for perusing online and visiting open houses.

Also, buyers who want to buy this time of year are often very decisive.

Many of us see the approach of a new year as a time to make positive changes and being in a new home for the start of a new year has a positive appeal for many.

Take advantage of the fact that buyers are eager to wrap up a sale quickly, and start their new year off in a new home.

### General tips

Find a good local agent who will be contactable over the Christmas period and will respond to enquiries.

Make sure you obtain someone who will work just as hard for you over the Christmas period as they would any other time of year.

Ensure photos are taken before the Christmas decorations go up.

If by chance you don't sell over the festive season, you don't want photos that are dated by Christmas decorations.

Otherwise just go for it, as you can achieve a great result selling your home during the festive season.

**To find out how we can help your home over the holiday season or any other time, give our team of friendly sales professionals a call.**

**They are ready to help in any way possible and our entire team would like to wish you all the best - happy holidays!**

# Why do investors need a Property Manager?



**So you've taken the plunge and bought yourself an investment property. In this property management report of do's and don'ts, we look at the advantages of putting your valuable investment in the hands of a professional real estate agent.**

You may be tempted to manage your rental property yourself.

**Why should you part with your hard-earned money to pay for an agent? What can they do that you can't?**

Property management is a specialised field that requires training and experience to master.

You will need to retain your investment property for a number of years in order to maximise your return.

A properly trained property manager will protect your asset and ensure your rental income is secure.

What you might save in agency fees if you decide to 'do it yourself' would quickly evaporate if your tenants stop paying their rent or cause your property to deteriorate. Not to mention the costs that can quickly accrue if the property is vacant for any length of time.

Real estate agents have the knowledge and resources to offer a range of benefits to investment property owners.

For instance, their experience helps them to select reliable tenants for you and to check out their references and credentials.

**How well do you know the laws that**

**relate to renting and tenancy?**

Untrained owners have discovered in the past that the legislative processes can often seem to favour the rights of the tenants over those of the landlord in a rental property dispute.

Agents are fully conversant with the necessary legislation governing rental property investment.

They can ensure that any legal matters are dealt with quickly and with minimum disruption to your investment.

Often troubles that arise in property management can be solved without recourse to legal advice if your agent is able to negotiate a settlement.

**Agents are trained negotiators and can mediate between you and your tenants to ensure an equitable outcome in any dispute.**

Self-managing property owners are frequently unable to overcome the emotion that naturally arises when there is trouble with their tenants.

An agent acts as an impartial third party to smooth the waters and broker a solution for you.

Importantly, agents have access to a range of industry resources to help them manage your investment property.

They receive regular market information and are quickly informed about any changes in legislation that might affect the rental market.

Many of them belong to professional bodies such as the Real Estate Institute of Australia (REIA), which provides them

with updates on legal matters and government amendments.

They are also able to access ongoing training and education in property management to keep them up with the latest thinking and research in their field.

Another advantage of selecting an agent to care for your property is their relationship with a network of tradesmen and professionals to make sure you get the best maintenance and repair jobs, when necessary, quickly and at the best prices.

If you are still in any doubt about the wisdom of entrusting the management of your valuable investment to a trained professional, the best news is yet to come.

**The Australian Taxation Office allows you to claim an immediate deduction for property agent's fees and commission in the year you incur the expense on your rental property.**

Choosing ACE will allow you to watch your investment increase in value with total peace of mind, knowing your property is in the best of hands.

**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**

# POINT COOK PROPERTY IS HOT



**The Sales Team at ACE Real Estate have had a busy period, selling homes for satisfied vendors who have been thrilled with the results and the service from ACE, and are only too happy to sing their praises.**

Damon Ng sold a brand new four-bedroom home at Astra Avenue, Truganina after seven inspections and two offers. The home was always going to be popular as it was brand new, in a convenient location with a great outlook and loads of modern conveniences.

The price achieved of \$600,000 was well in excess of the median price for the suburb of \$467,000. A fantastic result!

Sunny Sharma recently sold a modern family home on Spectacle Crescent in Point Cook. This investors delight, was sold for one very pleased vendor, who says he would be only too happy to recommend ACE to his friends and family.

"Sunny is very friendly and he has good market knowledge, good communication skills, good credibility and good negotiation ..." The vendor said.

The praise doesn't stop there as ACE received another great endorsement from Manuel Vilar, whose Solo Street home was sold by ACE.

"He (Sunny) is very professional at his job and his character is fantastic and it has been a pleasure to have met him. I would also like to thank Ace Real Estate and their other staff for their help also ..." Manuel said.

There is no rest for the successful estate agents and Prince Kapoor currently has a home on Dunkirk Drive, available for sale. The home is on a large block and features multiple living zones.

"This stunning family home is a pure delight. From the master bedroom at the

front, to a sun drenched family area at the rear, you can feel the quality and love that has gone into the house," Prince says.

Also newly available is a luxurious five-bedroom house on Paradise Parade. The stunning home featuring an ultra-modern interior is close to all amenities and will not last long. Contact Sunny to own your own piece of Paradise.

**There are some stunning homes available if you are seeking to relocate to beautiful Point Cook. But it is also a great time to sell your property, with median prices having increased. There are buyers ready and waiting to take advantage of the contemporary lifestyle they can achieve. Whether you are buying or selling, contact ACE today and let them guide you through the process.**

## 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?**

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