

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

# HOT PROPERTIES IN POINT COOK

With two properties just sold – one at the first inspection – this new listing won't last long



**For Sale**

**Don't Miss Out  
6 Marble Road, Point Cook**

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- How to choose the right agent
- Hot properties in Point Cook
- Tax Planning for your investment property - Part 2

**ace**

REAL ESTATE

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## Message from the Directors

Dear readers,

**Looking for the ultimate in affordable lifestyle living?** Then don't forget to take a look at one of Point Cook's modern homes currently on the market. In this newsletter we profile one such property that is quickly gaining buyer interest. Located in the exclusive Featherbrook School area, 6 Marble Road, Point Cook won't last long - so book an inspection before you miss out!

Also in this month's newsletter we celebrate the hard work carried out by the two teams located at our Cook Point and Laverton offices winning agency of the year for the suburbs of Laverton and Williams Landing!

Until next time, please remember that we love helping locals so they can successfully sell their homes - so give us a call - we are here to help.

Kind regards,



Amit Sharma  
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# Choosing the right agent

## How do you find the best person to sell your valuable asset?

**When you're selling your property, you want the experience to be as pleasant and profitable as possible.** Choosing the right agent to help you is a big step along the way to achieving these two aims.

An agent can offer expert help in various areas, from giving you tips as to how to present your property for the market to advising you about the price that is most likely to achieve a successful sale.

## But how do you know who is the right agent for you?

### Ask around

If you haven't dealt with a real estate agent before, a good starting point is to talk to anyone you know who has sold a property and ask the name of the agent who helped them. You can also check recent local sales of properties similar to yours, and contact the agents who sold those properties. As well as providing you with information about the local market, talking to these agents will help you to decide on the one with whom you feel you have the right rapport and trust.

### Be businesslike

You need to feel comfortable with your agent but you also need to remember it is a business relationship, with both parties hoping to benefit from a successful result. Don't be afraid to check the agent's experience and to ask how much commission will be charged.

### Be realistic

As well as being guided by your agent's knowledge of the market, you should also do some homework yourself to make sure you have some idea of the top and bottom prices you could expect for your property. An agent who suggests a price that seems unrealistically high may not be the best person to sell your home.

### Ask questions

The right agent should be able to communicate well and to explain the selling process to you. Ask about costs such as advertising, check the proposed marketing program, enquire about whether open houses would be beneficial and get your agent's opinion about the presentation of your home. The answers should help you to know whether you will be happy to entrust your valuable asset to this agent.

## ACE Real Estate recently won the ratemyagent 2017 Agency of the Year for Williams Landing and Laverton





# Hot Property In Point Cook Family Homes in Demand



**SOLD**

17 Bergamot Drive, Point Cook



**SOLD**

29 Seagrass Crescent, Point Cook

**Sunny Sharma, one of ACE's highly knowledgeable selling agents, keeps on delivering with happy buyers and vendors. He's just sold two properties, and has just listed a spacious, modern entertainer at 6 Marble Road – within the exclusive Featherbrook School area.**

This 3-year-old beauty is within the Featherbrook Estate and has all the mod cons you'd want – a sleek kitchen with stone benchtops and stainless steel appliances, ducted heating and split air conditioning.

6 Marble Road won't last long. 17 Bergamot Drive, Point Cook sold recently at the first inspection for the listed price of \$600,000 after four offers.

Bergamot Drive was the third property Sunny has sold for this happy vendor, Ashwini, who gave him a rave review.

"As always, he has delivered on his commitment! Very knowledgeable, honest and credible agent whom I will highly recommend to anyone looking to sell their property in the area," said Ashwini.

The buyer, Avijeet, found Sunny very easy to deal with – an important consideration for any vendor.

"I found Sunny to be very helpful in every aspect of buying process."

"He was very responsive, easy to deal with, very efficient and always on top of the complete process," said Avijeet.

The Bergamot Drive property is a 10-year-old Metricon built home, close to shops and in a stunning location. Ready-to-move-in properties in great locations are in high demand.

A property with top rental returns, 29 Seagrass Crescent, was the second recent

sale.

Sunny says, "There are still properties out there with top rental returns, and 29 Seagrass Crescent was a great example."

"Investors can also expect good capital gains as there just aren't enough properties to meet demand currently."

San Tuon, the buyer of Seagrass Crescent, which sold for \$530,000, said Sunny was a fantastic agent from start to finish.

"He provided good communication and guidance along the way, and responded promptly to any questions I had. Would recommend him 100%."

**With great customer service for buyers and sellers, and tops results on the board, contact ACE Real Estate now to enquire about our current listings or for advice on selling.**

## 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**

**Phone  
03 8393 5500**



# Tax Planning for Your Investment Property and Depreciation



## Part 2 - Our Annual Tax Planning Guide for Landlords

### In this special report we examine Tax Depreciation on your Investment Property.

It is wise to get in as early as possible and acquire a report for your investment property to ensure you minimise your tax. Using your property agent and an accredited quantity surveyor to do the hard work for you is the best course of action to maximise your deductions.

You require a property report in order to ascertain how much you can claim with regards to depreciation. Depreciation is a tax deduction available to property investors who earn an income from their properties.

Unlike usual deductions, depreciation is considered a 'non-cash' deduction. So rather than a deduction for money you have spent, it is to account for wear and tear to the property over time.

Depreciation is divided into Plant & Equipment and Building Allowance.

#### Plant and Equipment

This includes things like ovens, dishwashers, carpet, blinds, air conditioners etc. So items that are used in a property and can deteriorate or break over time.

#### Building Allowance

Building allowance pertains to the

building itself so roof, tiles, slab etc. Building allowance applies to buildings and renovations that were commenced after July 1985. This allowance involves construction costs of the actual building as well as improvements.

#### Is Depreciation only for new properties?

For newer buildings, depreciation claims can be quite extensive. But even if you own a home that was built before 1985 then it could still be worth depreciating. There is still some value for the plant and equipment.

Plus you are entitled to claim for renovations done after July 1985 even if they were completed by previous owners.

#### Calculating Depreciation

There are different ways on calculating depreciation which are the prime cost (or straight line) method or the diminishing value method. You can search for a property tax depreciation calculator online to give you an estimate.

#### Why you should hire an expert

While there are some DIY options available, it is wise to obtain an accredited quantity surveyor that specialises in depreciation to prepare a comprehensive depreciation schedule to ensure you receive every cent you are entitled to.

If you do it yourself you may miss some crucial aspects which will lose you money, not just in the coming financial year but for many years to come.

A quantity surveyor will ensure that everything is covered and that you are within ATO guidelines. The report they prepare can calculate depreciation over 40 years using both methods, so one report can last a long time, assuming no changes are made to the property.

Also enlisting an experienced property agent to do a report of all the inclusions in the property is beneficial. When calculating depreciation there may be items that you might not think of. For examples a percentage of common areas could be claimable as well as things like car park and security assets. Your property agent will know everything to include.

So in order to minimise your tax, start thinking now about obtaining reports from an experienced property agent and quantity surveyor and you could save a lot of money.

**This is general advice only. Contact your accountant for advice specific to your circumstances.**

## 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**