

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

PROPERTIES OF ALL TYPES ARE SELLING FOR GOOD PRICES

Both homes and potential development sites are continuing to sell for good prices in Williams Landing and Laverton



IN THIS ISSUE OF PROPERTY NEWS

- How to choose the right property manager
- All types of properties in demand in local area
- Tips for preparing to sell your property

ace
REAL ESTATE

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Message from the Directors

Dear readers,

All types of properties are in demand in our local area of Williams Landing and Laverton. We have buyers looking to purchase homes ready to move into, with no work required. Also we have developers looking for properties in prime locations. If you are considering selling please contact us today, as we may have someone waiting to buy your property.

Also in this month's newsletter we have some tips on preparing your property for selling, along with some ideas on how to keep the process as stress free as possible.

For anyone interested in buying an investment property, we have a few points to consider when choosing a Property Manager.

Kind regards,



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Choosing the right Property Manager

Buying an investment property is an important step forward in your financial future

It also represents a major outlay that needs to be managed carefully. The right management helps to minimise the risks and maximise the returns associated with your new ownership.

One of the best ways to do this is to employ a property manager to help you.

The right property manager can take most of the work and worry out of owning and running an investment property, leaving you free to enjoy the financial benefits. Some of the tasks a property manager can take off your hands include finding and screening suitable tenants, conducting regular inspections, advising you when maintenance and repairs are needed and organising that work on your behalf.

So far so good. But how do you choose the right property manager?

First, make sure you select a property manager who is a licensed real estate agent. This should ensure that your manager understands real estate law as it applies to rental property.

The right manager will know the

importance of keeping your property tenanted so that it continues to generate income for you.

When deciding on a property manager, you should check that they already have experience in screening, interviewing and choosing tenants.

A property manager who understands this process will have the ability to assess prospective tenants and check their references before entrusting them with your property.

It's also important to feel confident that you will be able to communicate with the

property manager you choose. A manager should be prepared to keep you fully up to date in relation to matters affecting your investment property. In turn, you should know that your property manager will be easy to contact and approachable whenever you want to discuss anything about your property and tenants.

Don't be afraid to ask questions when you are assessing the person who will be managing your investment property.

In this way you'll both know where you stand and can work together to make a success of your investment.



All types of properties in demand in local area



ACE Real Estate is responsible for the recent property sales of three homes in the Williams Landing and Laverton areas; selling each property for their asking price, and sometimes a bit more.

The first Williams Landing property located at 10 Harvey Street, sold after just eight inspections, with two competing offers made on the home.

Due to the hard work of ACE Real Estate, the single-storey house sold for the astonishing price of \$810,000, which was an unexpected figure that matches that of a double-storey home.

Its' high figure can be attributed to the success of the selling and listing agents, Haresh and Damon, as well as its' ex-display home status.

The home sold in a mere two months, which is less than the median time a home generally sells in the Williams

Landing area.

Another successful sale from ACE Real Estate was that of 4 Rowan Avenue, which sold for a whopping \$25,000 above the asking price.

The home sold in seven days for \$775,000, after just one inspection. Despite the single inspection, two offers were made on the home – with the best offer of course, accepted.

The selling price greatly exceeded the median price of homes within the Williams Landing area, which is sitting at \$672,000.

"The owners actually moved out prior to the sale and trusted us with possession of the keys of the property, we managed to sell it within one week and for a significantly higher price than the owners expected," shared Haresh Mureja, the property and listing agent from ACE Real Estate.



There is also a high demand for development properties as evidenced by the quick sale of 26 Thomas Street in Laverton. This property, approximately 605m2 was only on the market for three days before it sold for \$600,000. It was both listed and sold by Vikram Pal.

The Thomas Street home's location with walking distance to Laverton train station was a great selling point.

The ACE Real Estate team exceeded expectations, not only with their expert realty skills and market knowledge of the area, but also with their trusting and relatable personalities.

For those looking to sell their home, now is the time to act. Contact ACE Real Estate today on 8393 5500 to receive high quality realtor service and to ensure that your home is sold for what it is worth.

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



The Selling Process

Give yourself the best chance to sell your property with these series of simple steps you can take to make the process as stress free as possible.

Selling a property is one of the most important financial transactions that you will undertake.

Yet many people are willing to hand over the responsibility for their property sale to an agent they have never met before, without making any preparations of their own. And when their property sale takes longer than they expect or yields a lower sale price than they hoped, they put the blame squarely on the agent without considering that they might have improved the outcome if they had done their homework in advance.

In this profile, we look at some of the issues you need to consider when preparing to sell your property.

SELLING NOW OR LATER

The first thing you will need to consider is how quickly you need to sell. If you are selling because you are moving for work or going overseas, your departure dates will determine the timeframe and you will need to ensure that your sales campaign fits your schedule. If you have no fixed deadlines, you will be able to take more time to prepare your property for sale and to find the right buyer.

CHOOSING AN AGENT

While some people feel equipped to try and sell their property themselves, most owners decide to appoint a professional agent to run the sales campaign for them.

The choice of agent is another area that needs preparation. Talk to your friends and neighbours to find out their experiences with agents in your area but don't just take their word for it.

When you contact an agent, you need to find out what services they provide, how much they charge, whether they are licensed, and what their sales record is like. Once you have narrowed the field, it is advisable to visit the contenders personally so that you can gauge their appearance, personal communication skills, ethical standards, their experience in real estate and most importantly, whether they put you at ease and are easy for you to deal with.

DECIDING THE PRICE

When you have settled on an agent who you feel confident will act in your best interests and has a good knowledge of market conditions in your area, you will need to consider setting the selling price for your property. Your agent will tell you what they believe the property is worth and they should be able to back that up with hard facts about recent sales of similar properties in your area.

Correct pricing is crucial to a successful sale as buyers today are well informed about market values and will not over-pay for your property.



PREPARING THE PROPERTY

Once you have set the price, you should make sure that you have all the necessary paperwork required by the agents and your solicitor to complete the sale.

Then you need to check the property to get it ready for inspection. First impressions are very important and your property should be clean, free of clutter and in good repair. Take the time to have minor blemishes, such as torn screens or chipped paint, repaired and spend some time tidying the garden and pathways. You only get one chance to impress a potential buyer and create a desire to own your property, so make sure that you prepare well. If you have done your homework and the necessary groundwork, you are giving your property a better chance, however your work is not over yet.

The trick with selling is to look at your property through the eyes of the buyer. The better prepared it is, the easier it will be for your chosen agent to ensure the success of the sale.

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