

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

# HOMES SELLING WITHIN WEEKS



## IN THIS ISSUE OF PROPERTY NEWS

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**ace**  
REAL ESTATE

Phone 03 8393 5500

## Message from the Directors

Dear readers,

In our last issue we featured, 6 Marble Road, Point Cook as a property for sale, making the bold claim that it won't last long. And it didn't. In this issue it is one of our recently sold properties, selling after just one week on the market.

This issue we are featuring 9 Circus Avenue, which has just been listed by Sunny. Again it is not likely to be on the market for long, So if you are interested in this property, call us today.

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.

Buying or selling? Give us a call today.

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.



# Homes selling within weeks

Great opportunities continue in a buoyant property market. But whether you're a seller, a first time buyer or a seasoned investor, you need a trusted and experienced Property Agent for peace-of-mind, and to achieve the best results possible. In this issue we see how Ace Real Estate continues to achieve success for buyers and sellers alike.

1 Chapel Street, Point Cook, is the first featured property and sold for \$420,000 - well above the area's rising median price of \$373,250 for a unit.

After just one week on the market two offers were made at the first inspection.

"This unit is close to all the essential amenities. It's also a break into the Point Cook property market. And investors delight on rent at \$1,478 PCM," explains agent Sunny Sharma.

Similarly, the next success story, 6 Marble Road, Point Cook, sold at \$585,000 - also after just one week on the market (and above the rising median house price of \$550,000 for the area).

24 groups attended the first and only inspection, and three written offers were made. Its convenient location, practical floor-plan and low maintenance meant that the interest for this property was high.

Another star property, 1/16 Greenleaf Circuit, Tarneit, sold after just 10 days on the market, for \$413,000 after two inspections and two offers.

"This brand new beautiful home is low maintenance with quality inclusions," says agent Shahid Ismail, who then goes on to talk about a different kind of

impressive result.

10 Destiny Lane, Tarneit, sold for \$197,000, and was one of the last remaining vacant blocks, park facing and in a central location.

After being with a previous agent for a year, four offers were made after only three months on the market with Ace.

Finally, just listed by agent Sunny Sharma, is 9 Circus Avenue, Point Cook. This 3-year old stunner from Porter Davis is in a prime location, zoned to the highly sought-after Featherbrook School. The listing price is \$690,000 - \$720,000.

Here's some of what Ace Real Estate clients said:

"I was very impressed with Shahid, unlike other agents we had dealt with (and we had tried a few over the course of trying to get my vacant land sold). He's a great communicator, persistent and always keeps you updated. Add to that they have a competitive fee structure." - Claire (Vendor)

"Sunny understands the market. He worked hard and got us a good price." - Henry (Vendor)

"Shahid is a wonderful agent and always put himself in the customer shoes. He is helpful, friendly and very easy to deal with." (Buyer)

"Thank you (Sunny) for helping us to sell the property. You have done a great job and we appreciate it." - Jenny (Vendor)

**For excellent market knowledge and exceptional customer service, contact Ace Real Estate today.**



**\$420,000**  
**1 Chapel Street**  
**Point Cook**



**\$585,000**  
**6 Marble Road**  
**Point Cook**



**\$413,000**  
**1/16 Greenleaf Circuit**  
**Tarneit**

**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**