

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Laverton Home Sold In 24 Hrs \$21,000 Above The List Price

ace REAL ESTATE

See Page 3



**Plans Approved for 3 Double Storey
Dwellings**

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REAL ESTATE

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Message from the Directors

Dear readers,

Once again we can report on quick sales with good prices for property in our local area. One property sold within 24 hours, \$21,000 above the vendor's expectations. The property had been on the market with another agent for 97 days. If you are thinking of selling, don't delay, call us today.

Last month we gave you some tips for getting the inside of your home ready for sale in Spring. In this issue we take a look at some of the outside improvements that can help to give your property that edge in the Spring market.

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.

If you are considering 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.

Continual Demand for Laverton & Williams Landing Properties



The property market in Laverton and Williams Landing is hotter than hot right now and the team at Ace Real Estate is certainly keeping up with demand. In fact, properties have literally been walking out the agency doors – and with many more homes coming onto the market, there's little sign of business slowing down.

When Ace Real Estate's Vikram Pal listed 48 Ulm Street Laverton, the property sold within 24 hours. The three-bedroom family home set in a prime location was an ideal opportunity for first home buyers or developers, especially with plans approved for a future three dwellings.

However, when previously listed with another agency, it sat on the market for 97 days. Vikram, on the other hand, attracted immediate attention. The property was listed for \$610,000 and despite no inspections, three offers were instantly made and a sale price secured

of \$631,000 – an extraordinary result at \$21,000 above the vendor's expectations.

The median price in Laverton is on the rise thanks to increasing demand for quality homes. Nearby Williams Landing is experiencing a similar surge as seen when Haresh Mutreja and Damon Ng listed 14 Swanton Avenue. The stylish four-bedroom property presented the perfect family home with an abundance of space both indoors and out, plus close proximity to public transport and local shopping centres. The property had only 5 inspections and 2 offers, before selling well for \$711,000 – clearly a success, considering the area's rising median of \$616,000.

Ace Real Estate is definitely meeting demand for new properties in the area, and has many upcoming opportunities on the horizon. For example, Vikram has just listed 1- 4/7 Studley Court Laverton, four impressive off-the-plan townhouses/units in a great location

starting from \$430,000+.

Meanwhile in Williams Landing, 41 Penshurst Avenue has come onto the market – a fabulous contemporary four-bedroom family home built over one level and featuring quality fixtures and fittings throughout plus spacious casual living and alfresco entertainment area. Having only been owner occupied, the home is well cared for, and being situated two minutes from the train and town centre, life could not be more convenient. The property listed by Haresh for \$760,000-\$790,000 has only been on the market for one week and is not expected to last long.

The market is strong and the team at Ace Real Estate knows how to present properties and attract interested parties. If you're thinking of buying or selling, then now is the time to do it and there's no doubt that Ace Real Estate is the agency to make it happen.

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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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