

### PROPERTY OF THE MONTH



### 55 BOUNDARY RD, WAHROONGA

**OFFERS OVER \$1.5M  
ANYONE FOR TENNIS?**

**BED: 5 BATH: 3 CAR: 4**

### FULL BRICK FAMILY HOME

Set on 1404 sq meters of near level land this amazing family home with cater to everyone's needs. With an abundance of expansive living space, this versatile solid full brick home is only 22 years old and offered for the 1st time.

- Features include:- Spacious family room or rumpus room  
- Formal lounge room - Formal dining room - 5 very generous bedrooms (4 with built-in robes) - King sized master bedroom with dressing area, built in robes & ensuite - Spacious kitchen with eat-in area - 9 foot ceilings - 3 very spacious bathrooms  
- Air conditioning - Slow combustion fireplace - North - South  
- Full sized tennis court - Gazebo entertaining area  
- Double auto lock-up garage with internal access - Double carport Security gates and alarm system - Picturesque gardens - Teenage or In-law accommodation - Room for pool

With an attractive floorplan, this beautiful home is nestled within walking distance to transport, schools and shops.



**JO JOHNSON**  
0418 975 236  
Sales Executive



**JIM YANG**  
0425 255 581  
Sales Executive

### THIS MONTH'S MARKET WRAP

May 2011

This month we have noticed a definite lift in buyers activity. Phone enquiries, "walk ins" to our offices and numbers of buyers through open houses have all improved substantially over a fairly slow April.

Buyer Competition has been particularly strong for new listings. The old adage "You get your best offers in the first week" has rung true on a number of occasions recently. If you are selling, work closely with your agent listen to market feedback in relation to price and presentation. A good agent will make recommendations when to hold and when to Sell. This could be in week 1, 4 or 8 depending on the volume of buyers in your price range.

Sales in April have ranged from \$215,000 a studio unit in Jersey Street, Hornsby to a substantial family home at 23 Lochville Street, Wahroonga (price not disclosed).

Keith Soames Real Estate has sold over 20 residences this month, units have remained a strong section of the market however houses in the range \$800k - \$1.1mil have also Proven popular.

Should you wish to be placed on our "buyer alert" please contact one of our offices or visit one of our open houses to see the new iPads integrate with the real estate industry.

Buyers listed on our database receive a flyer as soon as a property in their price range comes onto the market.



**KEITH SOAMES**  
Principal

### Water efficiency measures

With the introduction of the Residential Tenancies Act 2010, there are now requirements that landlords have to undertake in order to claim water usage payments from tenants.. These changes have to be done by 31 December 2011.

### 11 Water efficiency measures required for payment of usage charges by tenants: s 39 (1) (b) of Act

- (a) All showerheads on the premises must have a maximum flow rate of 9 litres per minute,  
(b) All internal cold water taps and single mixer taps for kitchen sinks or bathroom hand basins on the premises must have a maximum flow rate of 9 litres per minute,  
(c) There must be no leaking taps on the premises at the commencement of the residential tenancy agreement or when the water efficiency measures are installed, whichever is the later.

We have contacted our preferred plumbers who can make the changes to the property and supply a compliance certificate.

Please contact your property manager for more details.



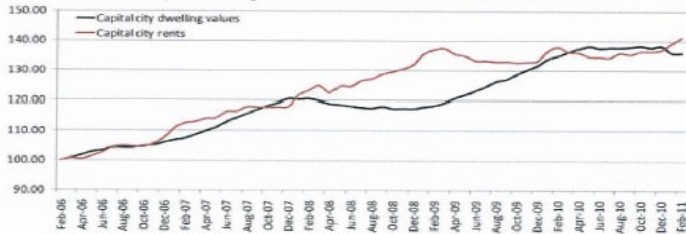
**MICHAEL KAS**  
9483 9114  
Property Manager

## RENTAL GROWTH OUTPACES CAPITAL GROWTH IN RECENT TIMES

Over the last five years the debate about affordability of purchasing a home has intensified. What is often missed is the fact that over this time capital city rental rates have increased at a greater average annual rate than capital city property values.

Over the five years to February 2011 capital city rentals rates have risen at a faster average annual rate than capital city property values. Both rents and values have climbed much faster than inflation indicating that housing has become more expensive over the past five years, regardless of whether you choose to own or to rent.

**Index of change in capital city dwelling values vs capital city rents – Feb-06 to Feb-11**



**SUZANNE WHELAN**  
**9485 4805**  
*Property Manager*

*Acknowledgement: rp data*

## STAY THE COURSE TO REAP REWARDS

One of the most common mistakes made by residential property investors — especially those from generations X and Y — is that they don't stay in the market for long enough. A new study shows that one in four Australian investors sell their investment property within a year of buying it.

If you sell a property only 10 or 12 months after you acquired it, you expose yourself to a tremendous risk of loss. One of the basic rules for investing in housing, highlighted by financial planners and advisers the world over, is that it's best to hold on to a property for at least seven to 10 years if you want to achieve a decent rate of capital growth.



**ROBERT RIDDELL**  
**9483 2108**  
*Property Manager*

*Acknowledgement: <http://www.news.com.au/money/property/bad-news-renters-more-rises-on-the-way/story-e6ffrmd0-1226004712670>*

## **3 OFFICES:**

### ESTABLISHED 1969



After 42 years serving local residents, our family business has the experience you can rely on. Our large team and market coverage means more buyers and better service when it comes time to sell your home.

## NEW TENANCY LAWS REGARDING ACCESS

### **Notice prior to entry**

The amount of notice you or your agent must give to the tenant depends on the reason for entering the premises. *Here are a few examples.*

- To inspect the premises (no more than 4 times per year)  
At least 7 days written notice.
- To do ordinary repairs or carry out maintenance. At least 2 days notice
- To carry out urgent repairs, such as fixing a burst water pipe, a dangerous electrical fault, blocked toilet etc– None
- To comply with health & safety obligations, such as installing smoke alarms at least 2 days notice.
- To obtain a property valuation (no more than once in a 12mth period) At least 7 days notice. Reasonable access to show prospective buyers if reasonable notice. Schedule of access to be agreed on, or no more than 2 inspections per week with 48 hours notice.



**SUE ELLIS**  
**9483 9113**  
*Property Manager*

## SUBURB FOCUS - WAHROONGA

### **RECENT SALES**

Address	Bed	Bath	Price
2A Munderah St	5	3	\$ 970,000
19 Roland Ave	3	3	\$ 1,090,000
7 Kokoda Ave	5	4	\$ 1,400,000
66 Ada Ave South	3	2	\$ 875,000
23/1625 Pacific Hwy	3	2	\$ 500,000