

### PROPERTY OF THE MONTH



#### **21 TRELAWNEY STREET, THORNLEIGH**

**Auction: 7th November 2009 at 3.30pm**

**1695 SQM BLOCK IN PRIME LOCATION**

This substantial, four bedroom home, offers prospective purchaser an opportunity to acquire a wonderful family haven surrounded by lovely established gardens. The property has enormous scope for renovation or redevelopment (subject to Council approval) and is located within walking distance to Thornleigh and Normanhurst stations and close to a variety of private, public and selective schools. Property features include:

- North to rear aspect
- Modern eat in kitchen with gas cook top and dish washer
- Spacious formal lounge with separate dining room
- Two bathrooms, under cover rear patio
- Huge under house storage with potential for rumpus/teenage retreat
- Double lock up garage



**SHELLEY DAWSON**  
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Sales Agent

**PATRICK GOODE**  
0420 904 580  
Sales Agent



**Triple your exposure = higher selling price**



Hornsby 9987 0011



Thornleigh 9481 9199



Wahroonga 9487 1500

**3 offices 1 team**

If your property is listed or managed by another agent please disregard this communication.  
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### THIS MONTH'S MARKET WRAP

It has been an interesting Spring! As per usual the buyers have come out in force ready to pounce on those newly listed homes that the owners have been so carefully preparing throughout the winter. The trouble is very few homes compared to previous years are coming onto the market causing a scramble at open homes creating strong competition during the initial week of the marketing campaign.

A couple of tips for all of those that are thinking about selling is firstly present the home/unit properly the first time, and secondly get ready to negotiate and sell in the first week! The best offers do come in quickly, don't be fooled into thinking that there will be a better offer in week 2, 3 or 4. If your agent is doing a good job using the technology available today then "get ready for the influx of buyers in the first week"

Please feel free to call me to discuss aspects of marketing real estate "today" on 0414 819 199.



**KEITH SOAMES**  
Principal

### RENTAL MARKET UP? RENTAL MARKET DOWN?

We are constantly hearing from various media outlets that the rental market is either booming or busting. It is actually hard to define the Sydney rental market as it is so diverse. For instance, rental prices can range from \$150.00 per week to thousands of dollars per week. There are many factors that can affect a rental price, including property location and type, age, size, condition, economic climate and availability to name a few. Thankfully there are a couple of constant truths. If a property is repaired when required and regularly maintained, including updating floor and wall finishes every say 5-7 years, the property will always lease more quickly and achieve the best possible price.



**MICHAEL KAS**  
9483 9114  
Property Manager

**YOUR POWERLINES: SAFETY AND BUSH FIRE PREVENTION**

Energy Australia have been checking power line services around the area.

They have been issuing defect notices to some properties that do not comply with the current edition of AS/NZS3000, Wiring Rules, the NSW Service and Installation Rules or other Energy Australia documentation.

Trees and other vegetation too close to powerlines may cause fires or other safety risks such as fallen live wires. Trees need to be trimmed to provide a safety clearance from powerlines (in bush fire prone areas, 2.5 metres around uninsulated wires and one metre around insulated wires), as well as allowing for re-growth. All overhanging limbs and branches should also be removed in bush fire prone areas. Tree trimming near live powerlines must only be done by an authorized tree trimmer.

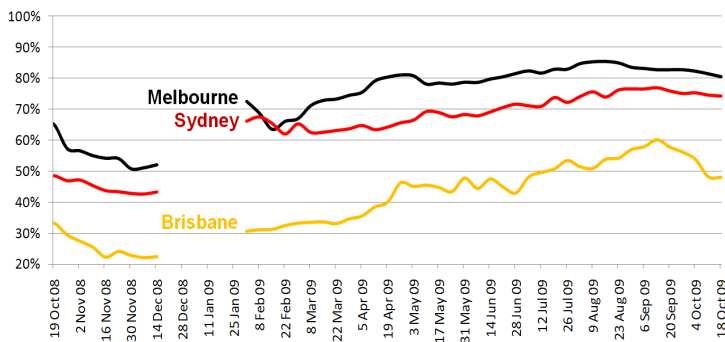
ACKNOWLEDEMENT TO: EnergyAustralia - Understanding your responsibilities



**SUE ELLIS**  
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Property Manger

**AUCTION CLEARANCE RATES**

*Auction clearance rates – major capital cities*



ACKNOWLEDEMENT TO: RPData Property Pulse Weekly Newsletter - 23 October 2009

**SUBURB FOCUS - WESTLEIGH**

**TOP 10 - Sales for 2009**

216B Quarter Sessions Road	\$ 940,000
23 Higgins Place	\$ 885,000
216C Quarter Sessions Road	\$ 860,000
16 Warrigal Drive	\$ 820,000
74B Duffy Avenue	\$ 790,000
164 Quarter Sessions Road	\$ 785,000
2 Coppseigh Close	\$ 780,000
33 Western Crescent	\$ 760,000
142 Duneba Drive	\$ 760,000
6 Peppermint Gum Place	\$ 749,000

**MISTAKES THAT INEXPERIENCED LANDLORDS MAKE**

Don't assume that you will always have someone in your house. Make sure you can pay the mortgage if your investment property is empty. Do your own financial due diligence so that should you have no tenant for a month or even a few, you're not feeling the pressure financially.

Budget for repairs and ongoing maintenance. You might be prepared to live with a leaky tap or a garage door you have to force up with your brute strength, but your tenant probably won't be. Make sure the rent you're charging is adequate to cover a portion of ongoing maintenance costs and be realistic that at some point you may need to pull money out of your own pocket to cover bigger one-off expenses.

ACKNOWLEDEMENT TO: Reality Bites - Real Estate Training Blog



**CATHIE SMITH**  
**9483 2108**  
Property Manger

**SYDNEY RENTAL MARKET STAGNATES**

The rental property market in Sydney has stagnated, the Real Estate Institute of NSW (REINSW) says.

Figures show the number of vacant rental properties across the city and in Newcastle remained stable at 1.3% in September despite incentives designed to encourage people to buy homes.

The number of vacant rental proprieties in Sydney's inner suburbs fell only very slightly to 1.4% while the number in outer suburbs rose by 0.1% to 1%.

"These results are a double-edged sword; great news for landlords but grim news for tenants," REINSW president Steve Martin said in a statement.

"The results for Sydney and Newcastle are concerning and show that despite a low interest rate environment and additional first home buyer and other buyer incentives, the rental market remains extremely fragile."

Mr. Martin said the situation is unlikely to change in the near future.

ACKNOWLEDEMENT TO: Sydney Morning Herald website 13th October 2009



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