

UNITED REALTY - ISSUE EIGHT

Property News

Ideas to help you when you're buying, selling or renting

SOLD FOR \$1.6M AFTER FIRST OPEN HOME



82 Ellis Lane, Ellis Lane

OWNERS DELIGHTED, SOLD BY UNITED!

Selling Agent
Melinda Bargallie

Full story and more on page 3

Selling Agent
Tanya Novek

IN THIS ISSUE OF PROPERTY NEWS

- **Kitchen Renovations: Adding Value**
- **Great Service Brings Great Sales**
- **Managing Your Own Rental Property Can Be Risky**



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United Acreage & Property Marketing
United Residential & Prestige

Two Divisions...Two Offices...One Great Team!

Acreage, Residential, Prestige & Development Property Sales & Rental Specialists

Message from the Principal

Dear readers,

In this issue we share how a local family's trust was restored thanks to the excellent efforts of team members Melinda Bargallie and Tanya Novek.

Unfortunately for the Cavaleri family, they found out first hand that not all agents live up to the standards we expect from our team at United Realty.

Which is why we were delighted when our team were able to take over the listing of their Ellis Lane property and sell it at the first open for \$1.6 million.

I'd like to thank both Melinda and Tanya for turning around a negative situation. They helped the Cavaleri family realise their dream of selling quick smart, with the least amount of hassle, while achieving a great return - a great result by any standard.



Kind Regards,

Edwin Borg

Managing Director, Licensed Real Estate Agent, Stock and Station Agent, Auctioneer, Sales and Marketing Specialist and Justice of the Peace



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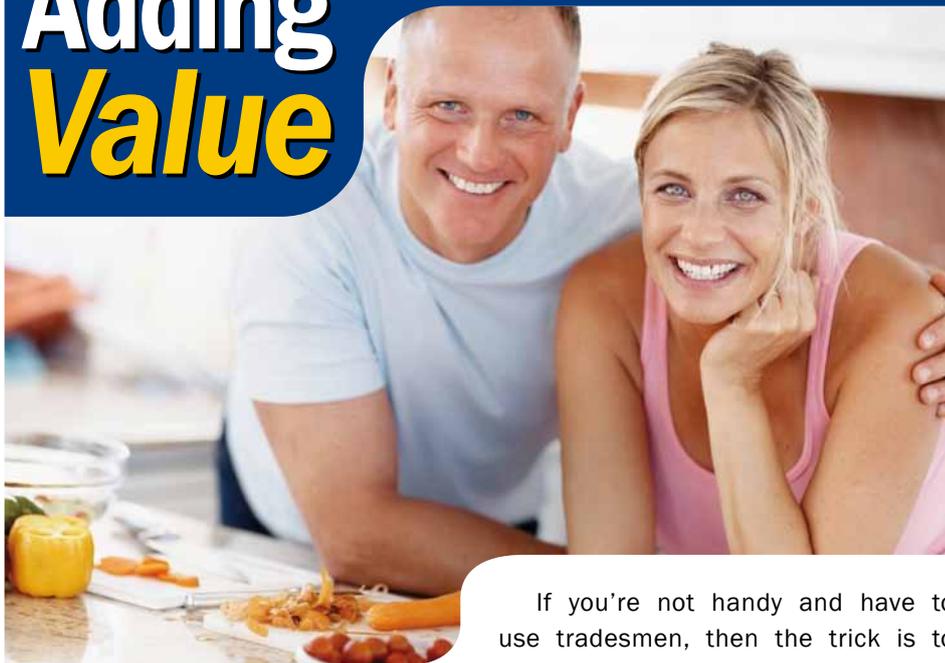
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Kitchen Renovations: Adding Value



The kitchen is the heart of the home and a great kitchen is one sure way to win a buyer's heart. But how much should you spend to add value to a home and help ensure a great sale?

There is no denying a kitchen renovation will make you money. It will add real value to your property and even make it more saleable. But there's also a cut-off point, a point at which you can over-capitalise and will not enjoy a profit for your labours.

A kitchen renovation can cost anything from a few thousand dollars to \$30,000 or more and there's always a temptation to let your heart rule your head.

The facts are that you shouldn't spend more than 4-6% of your property's total value. So, if your home is valued at \$600,000, your kitchen renovation should not exceed \$24,000 - \$36,000.

That's not to say that you actually have to spend that much to get a return.

Provided the layout is acceptable and the plumbing and wiring are OK, a few judiciously spent thousands can go a long way. And, if you're a good shopper with an eye for bargains, you can reduce this budget.

According to quotes website ServiceSeeking.com.au, small kitchen renovations cost an average of \$1,789, a price that typically covers labour only, however, at an average of \$50 per hour this translates to pretty decent value for money.

If you're not handy and have to use tradesmen, then the trick is to start with the jobs that involve limited materials costs.

Inexpensive fixes include giving the walls a fresh coat of paint, re-sealing gaps, tiling/re-tiling splashbacks, adding new handles to drawers and cupboards and re-surfacing the floor.

Remember, if you're tempted to pay out for rangehoods and shiny dishwashers in search of a wow factor, you will be faced with high cost tradesmen such as electricians and plumbers.

Concentrate on the visible, noticeable items. Remember, soft-close runners and gliding doors might be satisfying to you but few buyers will notice such attention to detail.

Similarly, don't buy names for names sake. Name brand rangehoods, stoves and cooktops might appeal to your vanity, but you will pay a premium and not realise much more, if anything, at the end of the day compared to functional, aesthetically pleasing and less expensive products.

Also, when it comes to decorating, don't be tempted to show-off your own tastes or style. Play safe with such things as colour choice. There's nothing more likely to turn a buyer away than the thought they can't live with your colours and will be up for the additional cost of re-painting almost as soon as they move in.

How did they sell this home for \$1.6m at the first open?

Continued from Page 1 >

It was a team effort for Melinda Bargallie and Tanya Novek to restore the Cavaleri family's trust after another real estate agent left a bad taste in their mouths.

"We were dejected with the whole process until both Melinda and Tanya reassured us with their great professional attitude, knowledge of the area and enthusiasm," they said.

Their beautiful six bedroom, three bathroom, dual home property at 82 Ellis Lane was on the market for three months with the other agent with no luck at a decent sale.

Melinda and Tanya changed that after the first open home.

"The home was marketed for \$1,550,000 - \$1,630,000 and sold for



\$1.6 million," said Melinda, United's most outstanding client service based agent. The Cavaleris are ecstatic with their decision to hand their property over to United Realty.

"The photos and advertisement were

amazing, and their fantastic negotiating skills ensured we had a buyer on the very first open day. Tanya and Melinda, our whole family thank you from the bottom of our hearts. We encourage sellers to entrust their property with United Realty."

Werombi homes in demand

The Cavaleri family of Ellis Lane aren't United Realty's only recent happy customer. Dennis Small is also singing the praises of United Realty's agents.

Selling your home can be a stressful and trying time. So imagine how it would feel to have two houses on the market at the same time?

Dennis Small listed both his properties in Werombi with United Realty's Most Outstanding Salesperson in 2016, Charlie Cini, and he was glad he did.

"I am happy with the sale of my properties at Werombi. Charlie's advice and expertise helped me to get more than expected," Dennis said.

His two bedroom, two bathroom home at 1270 Silverdale Road sold prior to going to auction. A total of 14 groups viewed the charming, vaulted ceiling home on approx. 1.45 acres during two open home inspections.

Just down the road, his approx. five acre, five bedroom, two bathroom lifestyle property snagged a mighty



\$1,355,000 - \$65,000 above the reserve at an auction that saw 44 bids from 10 registered bidders.

Dennis said the entire process was stress-free and Charlie was "the best real estate person" he has ever known.

"Thanks to you and your team at United. I look forward to dealing with you in the future," he said to Charlie after

the sales.

United Realty are experts in selling acreages and prestige properties in the Camden and Wollondilly areas. If you're considering putting your property on the market, let us make it an easy, stress-free process.

Call us today at 02 4774 8222 or 02 4657 2166 to get started.

THE UNITED REALTY TEAM KEEPS DELIVERING SALE AFTER SALE !



Managing your own rental property can be risky!

How to avoid the pitfalls when leasing an investment property!

Investing in property is a great way to generate an income and enjoy the fruits of capital gains over the years. But it can also be a path fraught with danger if you try to manage the property yourself.

One of the biggest dangers facing landlords who try to manage their own property is navigating their way through all the legislation and regulations that govern rental homes.

It is not unusual for inexperienced landlords, who have tried to save money by managing their own affairs, to find themselves unable to handle a difficult situation because they don't have the expertise to do so.

Below is an example of what can go wrong. It is not an actual case, but a composite of situations that have been known to arise in real estate.

An investor buys a rental home and leases it to a young married couple as

joint tenants on a 12-month lease. Two months later, the couple quarrel and the young woman leaves the property.

The remaining partner agrees to continue to pay the rent but is unable to do so. Firstly, because he was relying on his wife's income to help and secondly, unknown to the landlord, he's lost his job because he was unable to handle the stress of a marriage breakdown.

He assures the owner that everything will be alright and he will be able to continue paying the rent, but the situation worsens until finally he is months in arrears.

To make matters worse, the landlord, in attempting to get access to the property to make the tenant pay the rent, has breached the provisions of the Residential Tenancies Act. The situation is compounded by the tenant's refusal to vacate.

In despair, the investor contacts a professional property manager who, realising the gravity of the situation, advises him that the only way to resolve the issue is to go to the Tenancies Tribunal.

The tribunal orders the tenant to vacate and pay the arrears and make good the costs, but in reality the tenant is found to be in hardship and unable to pay the debts. He has to come to an arrangement to pay the money over a period of time.

What is the lesson to be learned from this situation?

Landlords should act at arms length when dealing with tenants by appointing a professional property manager who understands the pitfalls and traps involved in the leasing process.

Your Dedicated Rental Professionals

Our Property Management Team is committed to protecting your investment and obtaining the best possible return.

We are also happy to provide advice on investment property options.

Call us today on 4774 8222 or 4657 2166.



There are so many landlord obligations and detailed compliance laws that self-management of rental properties is fraught with dangers.

Our Property Managers have owned investment properties themselves and are highly experienced experts.



Joanne Currey
Property Investment
Manager



Julie Danswan
Property Investment
Manager



Kimberley Hodge
Property Investment
Officer