

Property News

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

BUYERS STILL FLOCKING FOR A PIECE OF SYDNEY'S SOUTH WEST

Sydney's South West is growing rapidly thanks to the many long-term development plans in place by state and local government.

Almost half of Sydney's population already live in the western suburbs of NSW's capital city, according to the Australian Government.

Unfortunately, only 30 per cent of Sydney's jobs are there as well. Growth plans for a new airport, new train lines and main roads hope to change this.

Scott Morrison, the Federal Treasurer confirmed the plans for the new airport in the May 2017 Federal Budget.

"We will establish the Western Sydney Airport Corporation to build and operate the new Western Sydney airport, creating 20,000 jobs by the early 2030's and 60,000 in the long term," he said.

United Realty agents are being kept busy to meet the demands of buyers and sellers in the growth area.

Developers are jumping at the chance to get in on Sydney's western boom. United Realty recently helped a developer/land banker secure an investment site at

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32 Zouch Road, Denham Court - Sold under the hammer at auction for a massive \$3,030,000 - \$330,000 ABOVE reserve and vendor expectations! **See Page 3 for the full story**



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- **The Final Checklist - Is Your Home Ready To Sell?**
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**Message
from the Principal**

Dear readers,

Each week we are finding more and more people from the inner parts of Sydney wanting to buy in our local area.

Both families and property investors are realising that Sydney's South West is an affordable location.

Plus, it offers wonderful lifestyle living and the opportunity to enjoy life without the financial pressure of maintaining an inner-Sydney mortgage.

How can you cash in on this opportunity if you are selling?

Before the market changes, we suggest you meet with one of our team members and they will share with you what steps you need to take when selling to get a great result. With demand being so strong, there is never been a better time to sell!



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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The FINAL Checklist

**When you can
tick all the boxes,
your home is ready
for sale**

There's nothing like a simple list to provide motivation.

And when you're about to sell a home, you need that list more than ever to get things done and give your home that special "wow" factor before prospective buyers start knocking on the door.

Make it easy for yourself. Divide the list into two parts, under the headings "Exterior" and "Interior", and decide which areas within each of those two parts needs attention. Once you've done that, arrange for someone to do the work or, if you have the expertise, do it yourself.

Then tick the relevant box. And pat yourself on the back for a job well done!

With both the exterior and interior in order you can now open your home for inspection, confident that you have done everything you can to make it appealing to prospective buyers.

Exterior

- Repair or replace any fencing that is old or damaged.
- Make sure your garden and lawns are tidy.
- Check gutters, gables, eaves and downpipes and replace any that are rusting or need repair. If prospective buyers come on a rainy day, you don't want them to see water pouring through holes in the guttering.
- Paint or replace your letterbox.
- Replace any torn or shabby window screens.
- Spruce up your front door or replace it with a new one.

Interior

- Tidy up the interior and remove any items that you don't need. While you want it to look like a home, clear surfaces help people to imagine their own belongings there.
- If your home is overcrowded with furniture, think about putting some into storage while the house is on the market.
- Keep your windows clean and replace any old or shabby window dressing such as curtains and blinds.
- Make sure all your light bulbs are in working order. A non-working light can arouse doubts about the general condition of the home.
- Have your carpets cleaned. As well as looking better, they will smell fresh.
- If you can have the interior painted, this also creates a fresh look. Opt for neutral tones as opposed to bright colours or feature walls, which may not match a buyer's furniture or style.

Buyers are flocking to Sydney's South West

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300 Fourth Avenue in Austral. The approx. three acre, R2 zoned, prime piece of land was just what the developer was looking for.

The proximity to the new airport site at Badgerys Creek and the existing Leppington train station, shops, schools, hospitals and main motorways and freeways had this property sold after only six inspections. And it went for the asking price of \$3.7 million.

Sydney's South West is a developer's dream right now.

The Western Sydney Infrastructure Plan is worth \$3.6 billion, and in the 2017 Budget announcement, the Federal Government has committed \$5.3bn to the Western Sydney Airport Corporation for the development of a new airport at Badgerys Creek, which has been a plan for almost 30 years.

Stage 1 of the airport is scheduled to be complete by 2026, with the airport initially expected to service 10 million travellers each year. Long-term development will continue until 2063 when the airport is expected to service 82 million travellers each year.

Even though the South West Growth



Sydney's Southwest is attracting both families and property investors as they realise the cost savings of living in an affordable area offering an attractive lifestyle

Centre is booming, buyers can still pick up some great deals like 113 Burragorang Road, Belimbla Park which sold for \$690,000 after just 10 days on the market and its first open inspection. At the other end of the scale, we're also selling high-end properties well above vendor expectations. With our targeted marketing campaign, 44 inspections at our open homes, great advertising and competitive bidding at the

auction, 32 Zouch Road, Denham Court sold for an impressive \$3,030,000 – that's \$330,000 above reserve!

Are you thinking of selling or relocating to or within Sydney's South West? Let the team from United help you achieve your goal. Call us today on 4774 8222 or 4657 2166 to get started.

Serving Sydney South-West and Beyond Since 1986
Two Divisions...Two Offices...One Great Team!



THE UNITED TEAM BEHIND OUR GREAT RESULTS!



RENOVATING YOUR RENTAL

By offering a rental property in good condition, you are more likely to attract the right tenants

There are three major advantages to spending some time and money preparing your property before you offer it to tenants.

1. A property in good condition will achieve a higher rental figure than one that is fit for occupation but in need of a fair bit of TLC.
2. It will be more likely to attract a better quality tenant, who will look after it.
3. By carrying out some renovations and keeping your property in good condition, you will maintain and increase its value (always an advantage if you plan to sell down the track).



Areas to renovate

The main rooms to consider for renovation are the **kitchen** and **bathroom**. If these are old, tatty and badly maintained and equipped, your property is unlikely to be attractive to good quality tenants.

It's worth renovating or replacing these rooms and not in the cheapest way possible either. While you don't have to buy the latest designer equipment, make sure you're getting good quality, or it will soon be worn out and need replacing again.

New **carpet** also makes a big difference to the appearance of a property but you don't have to spend a king's ransom on it. Rather than purchasing something plush, it's better to buy standard, medium-grade carpet in a neutral shade and add some high quality padding underneath. This helps the carpet last longer and gives it that plush feeling without the extra cost.

A coat of **paint** in a light, neutral colour is another simple way to freshen up a property. If you use the same colour throughout, you will find it easier in the future if you need to spot paint.

Getting organised

If you decide to renovate, you'll want it done as quickly as possible, in order to get tenants in. That's fine if you're able to do the work yourself but if not, you'll need to make sure you have things organised. Work out the order in which the work needs to be done and try to line up the necessary tradespeople accordingly.

Once this is all done you can take in your tenants, sit back and let your newly renovated property work for you.

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.



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Manager



Julie Danswan
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