

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

HOME SOLD IN EIGHT DAYS

4 Miners Court, Diggers Rest sold for \$485,000



More details on Page 3

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Raine & Horne®

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A letter from the Branch Manager

Dear Reader,

The new year is well and truly underway. In this issue we are featuring the recent sale of a Diggers Rest property. This property sold in only 8 days. More details about the property are on page 3.

There are many things to consider when selling your property. For example, what method of sale should you use - private treaty or auction? An experienced professional agent can help you make the right decision. Our page 2 article in this issue gives you some tips on how to choose the right agent.

For those people who are considering investing in property, our page 4 story gives an overview of negative gearing and discusses how this strategy can help investors.

If you are considering selling, buying or renting, we are here to help, please give us a call.

Kind regards
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Choosing the right agent



How do you find the best person to sell your valuable asset?

When you're selling your property, you want the experience to be as pleasant and profitable as possible. Choosing the right agent to help you is a big step along the way to achieving these two aims.

An agent can offer expert help in various areas, from giving you tips as to how to present your property for the market to advising you about the price that is most likely to achieve a successful sale.

But how do you know who is the right agent for you?

Ask around

If you haven't dealt with a real estate agent before, a good starting point is to talk to anyone you know who has sold a property and ask the name of the agent who helped them. You can also check recent local sales of properties similar to yours, and contact the agents who sold those properties. As well as providing you with information about the local market, talking to these agents will help you to decide on the one with whom you feel you have the right rapport and trust.

Be businesslike

You need to feel comfortable with your agent but you also need to remember it is a business relationship, with both parties hoping to benefit from a successful result. Don't be afraid to check the agent's experience and to ask how much commission will be charged.

Be realistic

As well as being guided by your agent's knowledge of the market, you should also do some homework yourself to make sure you have some idea of the top and bottom prices you could expect for your property. An agent who suggests a price that seems unrealistically high may not be the best person to sell your home.

Ask questions

The right agent should be able to communicate well and to explain the selling process to you. Ask about costs such as advertising, check the proposed marketing program, enquire about whether open houses would be beneficial and get your agent's opinion about the presentation of your home. The answers should help you to know whether you will be happy to entrust your valuable asset to this agent.

Home Sold in Just Eight Days for \$485K!

The team at Raine & Horne Sunbury have had a busy and successful start to 2018, with properties in the area in demand and selling fast. Listing and selling agent, Greg House wants sellers to know what can be achieved when all the correct elements come into play when selling a property

A recent sale of a three-bedroom home on Miners Court in Diggers Rest is evidence of what a great marketing campaign combined with a well-presented property can achieve.

Greg highlights to all vendors the importance of presenting a property for sale, as one of the keys to success. Further, he then uses his keen expertise and local knowledge to market the property to the right potential buyers, to create the kind of competition that sells homes.

The results here were staggering, with the property selling in just eight days after 19 inspections with five offers received

The home, on a spacious block with renovated kitchen and private gardens was listed at between \$430,000-\$470,000 but sold for \$485,000. This is an incredible result considering the median for the area is just \$450,000.

The home was well presented and ideally located, and Diggers Rest is fast becoming a high demand market, with the median price increasing over the last three months.



Miners Court, Diggers Rest

But key also to the success is Greg's understanding of how to match potential buyers with their dream home and marketing the property with the correct targets in mind.

"Prepare a good coverage via marketing. Good marketing gets great results." Greg said.

Offering the best service and ensuring vendors understand the process is also a big part of what Raine & Horne offer and they take the care of their clients seriously.

The vendor, M Jason felt that Greg was with him every step of the way and

wouldn't hesitate to recommend Raine & Horne to others thinking of selling.

"My experience with Greg House and Raine & Horne was fantastic. They were very accommodating and explained things in a way I could understand. They were very friendly and professional, I knew I was in good hands ..." He said.

If you think that this New Year is the time for a change and wish to sell your property, then contact one of the expert staff at Raine & Horne today. Take advantage of their expertise and local market knowledge and sell your home faster.

We Have The Experience And The Local Market Knowledge You Need



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Haydn Drummer
0421 116 679



Brendon Grech
0458 030 893



James Rizk
0458 457 386



Brandon Clements
0439 752 255

Call one of our specialists on (03) 9744 6334 to sell your property. You won't regret the decision.

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To gear or not to gear?

What is negative gearing, and how can it help investors?

Is negative gearing really a good investment strategy?

The question is often asked by property investors, many of whom do not fully understand the meaning and implications of negative gearing.

In a nutshell, the answer is that it is really more a tax strategy.

Basically, negative gearing occurs where the costs of renting out an investment property outweigh the rental returns that are received from the rental of that property.



The cost of the loan (i.e. interest on mortgage repayments and stamp duty etc) is taken into account when calculating whether the investment is running at a loss. Some of the other costs of running a rental property that can be used to negatively gear a rental property include body corporate fees, building depreciation, cleaning costs, council rates, insurance costs, land tax, repairs, maintenance and water bills.

If the investment is shown to be running at a loss, the Australian Taxation Office allows investors to offset this loss against their income tax assessment.

This means that negative gearing on rental property is more a tax strategy than an investment strategy. While it can help property investors to reduce their taxable income in the short to medium term, it should not be considered the main reason for investing in any property.

There are, of course, obvious tax advantages to the negative gearing of a rental property. But the purpose of investing, after all, is to receive a positive cash flow and to make a profit. Over the longer term at least, you should be aiming to make a profit from your rental returns rather than a loss.

By making a loss in order to negatively gear your investment property, you may be relying too much on making a huge profit when it comes time to sell your property at some point in the future.

We have quality tenants in the Sunbury area waiting and we need more rental properties

If you are not happy with your current managing agents it is very easy to swap.

Raine & Horne Sunbury is committed to protecting your investment and obtaining the best possible return. For an obligation free appraisal of your rental property contact our property team on

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