

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Designer Bilgola Plateau home graces the market



What does this luxury home have to offer astute buyers?

AUCTION
Sunday 8 July

See page 3
for full details

As you flick through your glossy lifestyle magazine, you dream of living in a home like the one featured on its sleek pages.

You long for a contemporary designed property that caters to your every need, answers your every want and appeals to your every desire.

It would be absolute bliss but where do you find a home like this one?

In our very first edition of Property News we will reveal the opportunity of a lifetime and offer you the chance to buy a luxurious Bilgola Plateau property that is more than just a house.

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In this Issue of Property News:

- NSW Budget – good news for investors
- Stunning Bilgola Plateau home up for auction
- Recent sales record achieved!

 **Professionals**
griffin real estate

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www.avalonre.com.au

A letter from the Editor

Dear Reader,

Griffin Real Estate The Professionals is excited to bring you its newsletter.

It's our hope that this newsletter will start to help you as you plan your next move when buying or selling real estate.

In the space available, we are able only to take you through the basics of each concept discussed.

That's why we are happy to meet with you, so that we can impart our local knowledge and experience to help you.

Please don't hesitate to call us anytime at our centrally located office in Avalon on 02 9918 9933.

Yours faithfully,

Mark Griffin
Principal



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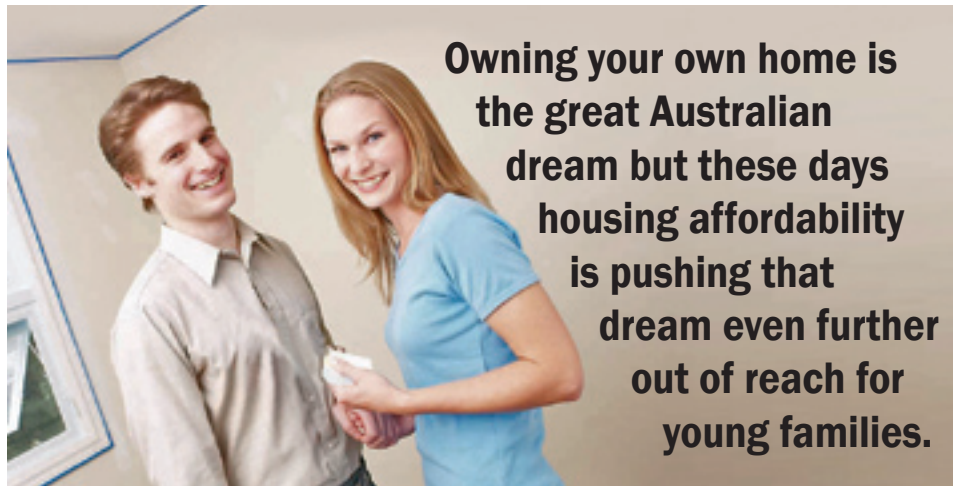
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State budget delivers dazzling news for NSW property buyers



With an extremely tight rental market, NSW is in dire need of more investment properties to keep up with the demand.

However, this situation may soon change in NSW.

The recent release of the NSW State Budget has delivered wonderful news for investors, homebuyers and rental tenants.

The Real Estate Institute of NSW has applauded plans to reduce land tax from 1.7% to 1.6% and the fact that the abolition of mortgage duty will now be brought forward to September 1, 2007. Reducing land taxes is predicted to encourage more investors back to the NSW property market.

"The reduction in land tax duty will improve the position of property investors in NSW, which in turn, should eventually assist the chronic undersupply of rental properties," REINSW President Cristine Castle said. "We have recently seen NSW property

investors putting their money into States with a more favourable tax regime such as Western Australia. Hopefully, now they will return to the Sydney and regional markets.

The land tax relief is a small step, but it recognises that disincentives have been driving investors away from property in NSW."

The fact that the abolishment of mortgage tax is now only months away is also fantastic news for young home buyers. Cristine said the mortgage duty tax relief removes another burden that makes home ownership so difficult to achieve for young families.

"Using the example of a \$2,000 reduction on a mortgage of \$500,000, it is a significant saving," she said. "These concessions by the NSW Government are a clear recognition that a healthy property market for investors, home-owners and tenants is crucial to the well-being of the entire economy."

For more information on the recent release of the NSW State Budget, log on to

www.nsw.gov.au

Stunning Bilgola Plateau home on offer

We speak to Griffin Real Estate The Professionals agent Simone Jarvis about the stunning features showcased in the property at 6 Loblay Crescent, Bilgola Plateau.

What does the home at 6 Loblay Crescent offer potential buyers?

This split level designed home encapsulates open plan living with dark stained timber floors, pristine white walls, atmospheric down lighting and gorgeous woollen carpet.

Glass features extensively throughout the home and the vogue finishes add to the designer feel.

"This property was made for entertaining — the formal dining room has bi-fold doors which open onto a paved BBQ courtyard, which then leads into the pool area," Simone said.

"The large in-ground pool is surrounded by various sundecks, sandstone walls and luscious tropical gardens — imagine lazy summer Sundays or winter weekends relaxing in the northerly sun!"

This home has undergone complete renovations that are sure to suit the tastes of the discerning buyer.



Auction venue: 6 Loblay Crescent Bilgola Plateau

Open for inspection: Saturday/Wednesday, 1.00 - 1.45pm

Auction date: 8 July 2007

Bidding from: \$1,100,000

Agent: Simone Jarvis 0405 470 250

"The gourmet kitchen with caesar stone bench tops has plenty of cupboards and features a glass splash back, Smeg appliances and the kitchen flows into the family room which has an atrium style conservatory," Simone said.

The lower level boasts an expansive formal lounge room with a floor to ceiling glass wall, which overlooks the front yard and the landscaped garden.

The fourth bedroom complete with powder room and a separate entrance are also included on the lower level, which makes it the ideal space for guest accommodation, the wonderful teenagers retreat or perfect for a home office.

"Upstairs is just as spectacular — it hosts three bedrooms and the master bedroom has a stunning ensuite, walk-in robes and access to the full length covered balcony," Simone said.

The property's location is also a strong selling feature as it is close to everything you could possibly need.

"The home at 6 Loblay Crescent, Bilgola Plateau is perfect for a family however it's wonderful features would offer a desirable lifestyle to absolutely everyone," Simone said.

"It is only an easy walk to shops, primary schools, city buses and parks."

This home is immaculately presented, is located in a highly sought after area and it is certain to surpass your expectations.

This home will go to auction on July 8 2007 and bidding will begin at \$1,100,000.

If you would like to know more about this property or would like to organise an inspection, call Simone Jarvis on 0405 470 250.

www.avalonre.com.au

Thinking of selling or seeking some advice on your local market?

Be sure to contact your number 1 local agency, Griffin Real Estate The Professionals on **9918 9933**



19 homeowners share more than \$16 million

Griffin Real Estate The Professionals sells 19 properties last month for phenomenal prices!

The selling game can mystify most homeowners. Why do some properties get snapped up as soon as they hit the market, while other similar properties can spend months without selling?

And how is it possible to turn your For Sale sign into a Sold sign, after just days?

In this article, we reveal how the team at Griffin Real Estate The Professionals consistently achieve premium sales results.

We speak to Principal Mark Griffin about the recent success achieved by the office and he explains how they made it happen.

Last month, the team at Griffin Real Estate The Professionals sold 19 properties for the combined selling total of well over \$16million.

The experienced and professional team have highly developed appraisal skills, which ensured each property was marketed and sold for the right price.

“When we received the individual listings for these properties, we simply referred back to our extensive buyer database to match potential buyers with homes that would suit their unique requirements,” Mark said.

“By doing this we were able to cut down the time these properties spent on the market and also attract outstanding selling prices.”

As well as utilising their client database, the team also held several open for inspections, which also attracted a vast amount of buyer interest.

“Attracting buyers from our client databases contributed to 80% of the 19 sales last month however, the other 20% was thanks to our open inspections,” Mark said.

“Open inspections are not only an effective way to attract a large amount of potential buyers to view a property, but it also allows us to meet more buyers to add to our client database.”



“That particular property might not be what they are looking for, but by taking the time to find out what type of property would suit their needs, we now have them in mind when we receive other listings.”

If you are thinking about selling and would like to employ an agent who continually achieves fantastic results, talk to the team from Griffin Real Estate The Professionals.

Want to rent your property without the fuss?

If you would like to rent your property please call our property management team on 02 9918 9933

and rest easy in the knowledge

that our team of property professionals will look after you!



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