

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Newport unit sold in only 5 days!

How did this property sell so quickly when another agent failed to find a buyer after 3 months?

FULL REPORT PAGE 3



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- Recent sales by Griffin Real Estate
- Newport unit sells fast in 5 days!
- How the latest Census data affects investors

 **Professionals**
griffin real estate

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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



Recent sales by Griffin Real Estate The Professionals



3 Gunyah Place, Avalon



29 Hillcrest Ave, Mona Vale



1573 Pittwater Road, Narrabeen



2/121 Avalon Parade, Avalon



97 Avalon Parade Avalon



229 Lower Plateau Rd, Bilgola Plateau



17/397-399 Barrenjoey Road, Newport



6/9 Avalon Parade, Avalon



7/6 Stuart Street, Collaroy



624 Barrenjoey Road, Avalon



10/16 The Crescent, Avalon



6/151 Darley Street, Mona Vale



28 Burrawong Road, Avalon



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Newport unit sold for \$425,000 after just 5 days

The owners of 17/397-399 Barrenjoey Road, Newport had waited long enough.

Their property had been sitting on the market for nearly 3 months with another local agent and they were still no closer to finding a buyer.

So, the owners made a decision that would turn their luck around.

They took the sale of their home to the experienced team from Griffin Real Estate The Professionals who sold the property after just 5 days.

In this special report, we speak to Griffin Real Estate The Professionals agent Greg Griffin about how this amazing story was made possible.

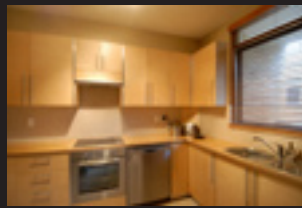
What was the selling story behind the home at 17/397-399 Barrenjoey Road, Newport?

“When the sellers came to us, they were disheartened and disappointed by their experience with their previous agent - Their unit sat on the market for 3 months with another agent and not a single offer was made,” Greg said.

“The owners approached us when their agreement ended and we were determined to achieve a fast and successful sale for them.”

And by utilising their buyer database and their years of experience, Greg and the team sold the unit in just 5 days.

Stylish and ultra modern beachside unit in Newport.



When the team from Griffin Real Estate The Professionals received the listing for this property, they took the time to identify the key marketing features.

“This newly renovated unit was positioned less than 150 metres from the sandy shores of Newport Beach and offered spacious living areas and a functional floor plan,” he said.

“It came complete with a modern kitchen with stainless steel appliances and the unit features a tandem carport and private lock up storage room.”

Greg then referred back to the client database and matched the property and its features to potential buyers on the list.

“We contacted a young couple on our client database and organised an inspection immediately – they fell in love with the place and bought it for \$425,000, just five days after it was listed with Griffin Real Estate The Professionals,” Greg said.

“The sellers were delighted that we managed to sell their home so quickly, after they had experienced months of disappointment with another agent.”

If you are thinking about selling your home and want to employ an agent who knows how to achieve outstanding selling results, talk to the experienced team from Griffin Real Estate The Professionals.

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**



More investment property owners depend on agents

More investment property owners are relying on agents now, compared with five years ago, according to the 2006 Census data.

In 2006, 50.5% of all rented dwellings were managed by real estate agents, compared with 43.8% in 2001. There were 1,043,198 properties under real estate agency management.

There was a decrease in the proportion of dwellings being rented from a State or Territory housing authority from 17.1% to 14.9% and from other landlord types, down to 31.6% from 37.9% in 2001.

"Investment property owners choose to have their properties managed by real estate agents because they may be time-poor, and appreciate the professional services an agent can offer in an area which is governed by a complex array of laws and regulations," Real Estate

Institute of Australia president Graham Joyce said.

"Property management is not just about collecting rent. It is a comprehensive management service, which is best provided by a professionally trained property manager, who undertakes education and ongoing professional development in order to keep abreast of changing legislation and market conditions.

"When choosing a property manager, investment property owners need to select someone who knows the law and is confident in applying it, while being respectful of all parties involved. Paying attention to the finer details and working with the property owner to maximise

the return on investment are important attributes for a successful property manager," Mr Joyce said.

Aon Risk Services Australia Limited Professional and Consumer Services account manager Peter Lynch said that real estate agents who are members of the Real Estate Institutes carry professional indemnity insurance, giving lessors additional security.

"Agents assist lessors in being aware of ways in which they can best protect their investment, for example, through landlord's insurance against loss of rent and malicious damage by tenants," Mr Lynch said.

Mr Joyce said that members of the Real Estate Institutes in each State and Territory are committed to the highest professional and ethical standards, backed up by quality training and ongoing professional development.



For more helpful information relating to property management contact us today!

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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working in
real property*



corporate partner to
the National Breast
Cancer Foundation

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