

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Bilgola Plateau home sold after first inspection!

How did this property sell for \$945,000 after just 3 days?

See our full report on page 3



In this Issue of Property News:

- What's best - buy or build?
- Bilgola Plateau sells in just 3 days!
- What makes an outstanding investment

 **Professionals**
griffin real estate

02 9918 9933

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



Professionals
griffin real estate

56 Old Barrenjoey Road
AVALON NSW 2107

phone: 02 9918 9933

fax: 02 9918 9777

email: alana@avalonre.com.au

web: www.avalonre.com.au

Disclaimer: This newsletter is not to be treated as advice! Neither Mark Griffin, Griffin Real Estate The Professionals, nor Newsletter House Pty Ltd accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this newsletter are of a general nature only and may not relate to or be relevant to your particular circumstances. There are many issues involved with buying and selling real estate so it is important that you get specific advice prior to making any decisions on your next real estate transaction.

WHAT'S THE BEST? Buying an existing home or building your own?

Wouldn't it be great to have a brand new home? But do you go to the trouble of finding the land and building, or would you rather buy something already built and ready to move into?

If you buy the land, you can choose exactly where you want your new home to be and can have it designed from scratch.

On the other hand you can save yourself a lot of stress, money and hassle by buying a property which is what you are looking for in the first place.

There are plenty of new and pre-loved properties available in the area, which answer your every want, need and desire. They are just waiting for you to move in.

In this article, we look at the benefits of buying over building.

Location

- There is more choice with location, since vacant land is not always available
- There is a much wider choice of ready-made homes available in most locations.

Time

- It is possible to view the finished product instantly
- Avoiding the hassles of choosing plans and designs
- There is no waiting time for the home to be erected.

Effort

- The Council doesn't have to approve plans

- There are no heartaches to endure during the building process.

Costs

- Building costs can increase even during the construction process, whereas an existing property should not increase in price to the same extent.
- An existing property (even a new one) may be cheaper than building.
- A secondhand property does not attract GST, as a new one does.

Value

- An existing property often has extra features added by a previous owner
- A vacant block of land can rarely be rented out until a residence is built on it

Choice

- There is more choice of building styles and designs than the modern building firm can offer, without costing you more than you may be able to afford.
- A private owner who wants to live in a unit can buy one ready-made, but rarely has the chance to build a whole block of units just to get one of them.

To evaluate your options, contact our office so that we can arrange for you to view a property that may be just the thing you're looking for today.

BRAND NEW CONTEMPORARY HOME

Two stunning brand new homes in Bilgola Plateau have just come on to the market.

They have outstanding contemporary designs with the finest finishes throughout and both homes enjoy a magnificent position with fabulous views of the ocean. These properties also boast open-plan living areas, sensational alfresco entertaining areas and stunning level gardens.

Everything you could possibly desire in a new home.

ORIGINAL STYLE AVALON HOME

For a home that oozes character and charm, 'Le Mistral' is a historical Avalon home that offers buyers a wonderful opportunity to restore and rejuvenate a classic home.

This property enjoys an outstanding location and is only a moment's stroll to the village and beach.

This circa 1920s home is just awaiting an inspired transformation from an astute buyer who wants to capitalize on this unrepeatable opportunity.

The property will be going to Auction in September this year.

For more information or to organise an inspection, contact Mark Griffin on 0414 918 999.

Bilgola Plateau sold without costly advertising



There is nothing more stressful than having your property sale drag on for weeks and months, costing you money and delaying your plans for the future.

However, imagine listing your property and selling it after just 3 days — no fuss, no weeks of maintaining your property for inspections and no hefty advertising bills.

In this exclusive report, we speak to Griffin Real Estate The Professionals Principal Mark Griffin about how the team sold a Bilgola Plateau property after just 3 days.

What were the selling features of the home at 198 Lower Plateau Road, Bilgola Plateau?

This stunning home enjoyed breathtaking views of Pittwater, Scotland Island and the western foreshores of the National Park from almost every room in the house.

"The upper level of this home included

a family bathroom, two bedrooms, a master bedroom complete with ensuite and walk in robe, and a family room that opened onto an expansive entertaining area," Mark said.

"Downstairs featured a fourth double bedroom, an exquisite full bathroom, internal laundry and a large galley style kitchen that flowed into a formal sitting room and a tastefully appointed lounge and dining area."

This property was the ideal entertainer as it offered multiple alfresco dining areas, including two wide balconies and a massive timber deck that led off the main living quarters and overlooked the backyard.

"This home had been meticulously maintained and beautifully presented which helped to attract a large amount of buyer interest," he said.

This home had many wonderful features, but how did the team sell it so quickly and for a fabulous price?

"At the first open house inspection

we managed to attract 19 inspections and the successful buyer was found as a result of our extensive buyer database," Mark said. "After spending just three days on the market the sale was finalised."

Because the home was sold after the first inspection, there was no advertising cost for the vendors.

"The sellers were delighted that they didn't have to pay for advertising and the fact that were able to sell their home for \$945,00 after just 3 days," he said.

The sale of 198 Lower Plateau Road was the fifth property the Griffin Real Estate team have sold in Lower Plateau Road in as many months.

"No other local agency has such a strong profile as we do in the Bilgola local area," Mark said.

If you are thinking about selling your home and would like to employ an agent who knows how to achieve an outstanding result, contact the team from Griffin Real Estate The Professionals.

In last month's edition of Property News we featured the selling story of a fabulous Newport unit. This is what the owners thought about their experience:

Dear Greg,

We wanted to write a note to you personally to express our thanks for selling our unit.

From that first contact with you, you expressed every confidence that you would sell our property. You were even confident that you could sell it within a couple of weeks.

On the Monday we signed up with you and by the middle of the following week we accepted an offer to sell. We were gob-smacked!

Through every step of the process you have proven to be a true professional. It is clear to see you have an in-depth understanding of your market and a passion for your role.

We couldn't recommend you highly enough. We wish you and your team all the best.

Thanks again.

Dale & Louise Penny



***"Another satisfied client
Griffin Real Estate
The Professionals
Your local market leaders"***

What makes an **OUTSTANDING INVESTMENT**

Should you aim for the top end of the market or stick to investing in studio or one bedroom apartments?

At Griffin Real Estate The Professionals, we manage a very successful property management service where we have owners giving us the management rights to their properties for many years. From our experience of dealing with many different investor landlords, hopefully this knowledge will help you in making the right decision.

In this article, we discuss some basic concepts to help you with your decisions.

It can be a good idea to have several properties to let rather than one large expensive property for rent.

When times are good and people have got money to burn, an expensive property will give you a good return.

But as soon as the economic belt

tightens, people downsize to smaller rentals and your expensive rental property could be left sitting on the shelf. It is far better to have two out of three properties rented when times get tough than to be stuck with a property no one can afford to rent.

Once the decision has been made to invest in property, you relax and ponder the prospect of receiving a good rental payment each month.

But how do you rent the property for the best price? How do you know whether you will get a good tenant?

To ensure you make the most out of a rental property, give us a call today as we manage properties all over this area.

Many owners have been using our



Erin Eleini 0405 220 678
erin@avalonre.com.au

- **Where should I buy?**
- **What sort of property represents the best investment?**
- **How much rent should I charge and how do I find reliable tenants?**

rental management program for years and are relieved that we take the hassle out of managing property for them.

What types of property are people currently renting now in the area?

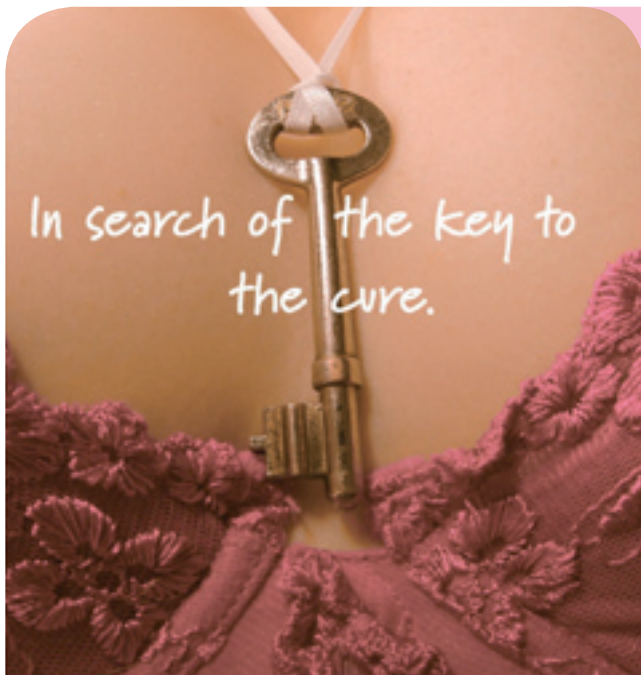
In considering a property, look for the type of accommodation that will be attractive to long term renters. You may not get the big weekly rental of an expensive property, but you will rest easy with the knowledge that your property will be rented continually for years to come.

If you aim for the high end of the market and find you can't rent it out for a month or two you will have to foot the mortgage repayments. This can be a major nightmare if you were relying solely on a rental return of \$1000+ each week without fail!

We like to advise our clients on the following aspects for a good property investment for rental: Good position; near public transport, shops, schools and amenities; excellent floor plan with open plan living areas. The more spacious the feel, the easier it is to rent.

Choose property that doesn't require ongoing expensive maintenance. Pools look nice, but will tenants look after them the way you would?

Note: We have only given you a brief outline. Before making any decisions, discuss your property investment queries with our property management team as the guide presented is of a general nature and may not adequately cover all situations.



We work towards handing people the **keys to their dreams** everyday... And everyday we strive to help find the key to so many dreams, to one day **cure breast cancer.**

