

PROPERTY NEWS

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

How to achieve a premium selling price

Ideas to increase your property value



With the warmer months nearing and spring settling into our seaside suburb, many homeowners start to think about the prospect of putting their home on the real estate market.

In this edition we will outline some ideas for achieving a premium result with the sale of your home in the spring/summer months of 2010/2011.

It is always a great idea to have a professional agent come to your home 4-6 weeks before you plan to put your home on the market.

This will enable your real estate agent to give you a current opinion of value on your home and an opportunity for you to ask all of the questions you have about the marketing and sales process of your home.

Often what should be a simple and stress free process can be overwhelming for a home owner and having a professional agent to guide you through can make it all the less stressful.

This 4-6 week period before your home goes on the market can give you the time needed to add value to your home and to do some spring sprucing.

The goal is to make your home stand out from the crowd and be the most appealing on the market. In this time your agent can start generating interest around your property and can start to discuss your home with the potential buyer database that the agency is currently communicating with.

For all the tips you need on achieving maximum street appeal and dressing your home for sales success please read the following article on page 3.

In This Issue of Property News:

- How to achieve a premium selling price
- Letter from the editor
- Just listed and sold
- How to create a competitive edge
- Mrs Griffin's Cooking Corner - Traditional Chicken Pie



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Letter from the Editor

Dear Reader,

We are very excited to bring you this edition of Property News. As we head into the warmer months of the year, it is our hope that the information provided in our monthly publication assists you as you plan your next move when buying or selling real estate.

A big thank you to Dale W. of Avalon for her enquiry about property presentation which was our inspiration for this month's article. We hope this information helps! If there is a particular topic you'd like information on, please contact the friendly staff at Griffin Real Estate - The Professionals and we'll endeavor to include an article in the next issue.

I'd also like to thank the Avalon community for getting involved in Jeans for Genes day with us. The money raised will go towards assisting the Children's Medical Research Institute in finding the cause, treatments and hopefully the cure for genetic illnesses such as Downs Syndrome, Sickle Cell Disease and Cystic Fibrosis.

On a lighter note, the team at Griffin Real Estate - Professionals hope you all try and enjoy Mrs. Griffin's Chicken Pie and we eagerly anticipate catching up with you all in the following weeks.

Yours faithfully,

Mark Griffin
Principal



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LISTED AND SOLD

JUST SOLD!



144 Grandview Drive,
Newport

JUST SOLD!



9/36-38 Old Barrenjoey Road,
Avalon

JUST SOLD!



43 Hudson Parade,
Avalon

JUST SOLD!



49 Patrick Street,
Avalon

JUST SOLD!



48 Cabarita Road,
Avalon

JUST SOLD!



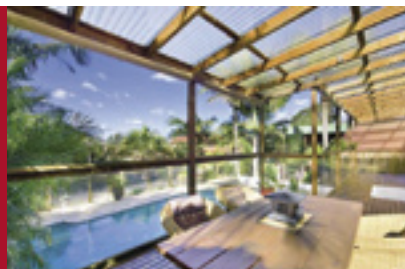
44 Therry Street,
Avalon

JUST SOLD!



6/9 Avalon Parade,
Avalon

JUST SOLD!



1652a Pittwater Road,
Mona Vale

JUST LISTED



7/16 Foamcrest Avenue,
Newport

JUST LISTED



6 Buyuma Place,
Avalon

JUST LISTED



1/693 Barrenjoey Road,
Avalon

Repair, revamp and reap the rewards

Street appeal is what initially gains attention from the buyer.
As with everything, first impressions are crucial.

HOW TO CREATE A COMPETITIVE EDGE:

THE OUTSIDE

- **Front door** A newly painted front door with polished fixtures and freshly painted entrance can become a welcoming invitation to buyers. Make sure the doorbell works.
- **Entrance** A simple welcome mat alongside flowering potted plants can contribute to the entrance appeal.
- **Windows** Windows should be cleaned with no finger prints or grime visible. This will create an open and more spacious aura to the house.
- **Lawn and garden** Lawns should be mowed, raked, edged and groomed to perfection. Prune the shrubs and trees to let natural light in. Ensure gardens and hedges are manicured.
- **Driveway** Driveways should be free of leaves, dirt and oil stains.
- **Letterbox** numbers should be prominently displayed. All junk mail should be removed and letterboxes newly painted if appropriate.

THE INSIDE

- **De-clutter** It is vital that a home is neat and tidy. Ruthlessly de-clutter and consider removing furniture to make rooms appear larger. Your items may be precious to you but buyers need to imagine their lounge in your living room and their family in your kitchen.
- **Pets** Not everyone is an animal lover. The sight of a dog bowl, animal hair or pet smells may put a buyer off your home. Ensure the home looks and smells pet free.
- **Bathrooms** Bathrooms are a very important place in your home. Ensure they are cleaned thoroughly including tiles, shower screens, mirrors and grouting. Adding fluffy towels, aroma therapy candles and perfumed soaps can stimulate a clean and pleasant bathroom.
- **Kitchen** Make sure all kitchen benches are clean and clear of clutter. Ensure that all unnecessary appliances are

stored away and there are no dirty dishes in the sink.

- **Bedrooms** Make the beds and create a luxurious atmosphere with large cushions. Open the curtains to allow the light in.

IT'S IN THE DETAIL

- **Minor repairs** these play a major part in the presentation of your home. It is highly recommended you fix broken screens, doorbells, latches and locks. Replace light bulbs and fix leaking taps.
- **Carpets** It's amazing the difference professionally cleaned carpets can make.
- **Safety and security concerns** If there is any exposed wire it can cause major safety concerns. Hide any unsightly wiring to stereos, televisions or computers. Missing switch covers and electrical plates should be replaced.

Make sure your home is free from imperfections and do the little things you have been meaning to do. It can be the difference between making the sale or being stale.

Are you thinking of selling this spring/summer?

If so, now is the time to talk to us!
Having sold just over **\$100 million** of real estate on the Northern Beaches in the last 12 months, Mark and Greg Griffin are your market leaders and **will** help you realise your property's maximum sales potential.



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Mark Griffin
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Professionals
griffin real estate



Mrs Griffin's

Professionals
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Cooking Corner

Traditional Chicken Pie

SERVES 6

Ingredients

- 55g butter
- 1 onion, chopped
- 3 carrots, cut into 1cm dice
- 1 parsnip, cut into 1cm dice
- 3 tbsp plain flour
- 350ml chicken stock
- 85ml medium sherry
- 85ml dry white wine
- 175ml whipping cream
- 100g frozen peas, thawed
- 350g cooked chicken meat, in chunks
- 1 tsp dried thyme
- 1 tbsp finely chopped fresh parsley
- salt & pepper
- 1-2 puff pastry sheets
- 1 egg
- 1-2 tbsp milk

Method

1. Pre-heat oven to 200°C.
2. Heat half of the butter in a saucepan. Add the onions, carrots and parsnip and cook until softened, about 10 minutes. Remove the vegetables from the pan using a slotted spoon.
3. Melt the remaining butter in a saucepan, add the flour and cook for 5 minutes, stirring constantly.
4. Stir in the stock, sherry and white wine. Bring the sauce to the boil, and continue boiling for 1 minute, stirring constantly.
5. Add the cream, peas, chicken, thyme and parsley to the sauce. Season to taste with salt and pepper. Simmer 1 minute, stirring constantly.
6. Transfer the chicken mixture to a shallow, ovenproof baking dish.
7. Lay the pastry over the oven dish and trim off the excess. Dampen the rim of the dish. With a fork, press the pastry to the rim to seal.

Recipe
supplied by
Penny Chandler



8. Cut decorative shapes from the pastry trimmings.
9. Lightly whisk an egg with milk, brush the pastry all over with the egg wash, arranging the pastry shapes in an attractive design on top. Make 1 or 2 holes in the pastry top so steam can escape whilst cooking.
10. Bake the pie until the pastry is golden brown, about 35 minutes. Serve hot.

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Are you considering downsizing or looking for a more low maintenance property?

Consider these top quality properties...

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