

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Avalon residents celebrate a successful 2007!

Griffin Real Estate The Professionals reflect proudly on a year of unrivalled sales achievements and look forward to an equally exciting new year.

FULL REPORT PAGE 3



In this Issue of Property News:

- Conserving water in the garden
- Strong property market in the Northern Beaches area
- Getting a better rental return

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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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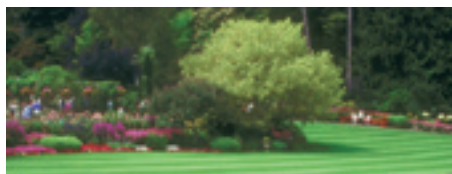
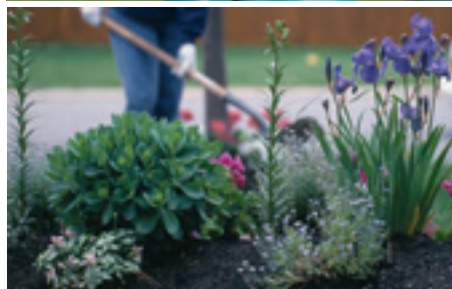
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Water is an extremely valuable natural resource and it is important that we conserve supplies.

But our gardens don't need to suffer when we are trying to save water.

There are plenty of ways to use minimal water but still enjoy a lush green garden.

This article reveals some simple tips on how to save those precious drops.

- Aerate your lawn with a garden fork as this draws the water into the root system.
- Use plenty of mulch in your flower beds and around trees as this prevents over 70% of moisture evaporation.
- Check your hose system, connectors, nozzles and tubing for leaks or signs of wear.
- Keep an eye on weather forecasts when planning your weekly water.
- Don't cut grass too short. Set the blade to at least 80mm as this length will shade grass roots as they grow deeper which will hold soil moisture more efficiently.
- Do not over-fertilise your garden as these plants will crave more water. Use a non-soluble fertiliser with a slow release.
- Only water your lawn when it is needed. In summer, lawns generally need watering every 5 to 7 days. In winter, 10 to 14 days.
- Water in the cool parts of the day and avoid watering when it is windy.
- If you use sprinklers make sure the water is landing on the grass or your garden, not your driveway or courtyard areas.
- Use a broom or a leaf blower to remove leaves from footpaths and driveways, do not use a hose.
- Keep your swimming pool covered when it is not being used. This keeps the water clean and it also reduces evaporation by up to 90%.

www.sydneypwater.com.au

Griffin Real Estate The Professionals celebrate a bumper year of sales!

The past year has seen an overwhelming surge in sensational sales and the Northern Beaches area is continuing to enjoy a strong market.

In this report, Griffin Real Estate The Professionals Principal Mark Griffin reveals the team's achievements over the past year and he shares what he and the team expect for the new year.

The last year has seen many exciting achievements and developments within the Avalon real estate market and the Griffin Real Estate The Professionals team has been a major part of the action.

"2007 saw Griffin Real Estate The Professionals achieve unrivalled results and area records, positioning us as the local market leaders, and we are expecting 2008 to be equally successful," Mark said.

"Each year that passes sees our agency consistently prosper and expand, to become the Northern Beaches most reputable and identifiable Real Estate Agency.

"We have a distinctive approach, combining my 26 years experience in the Avalon marketplace, along with the dynamic enthusiasm of my vibrant and hard working team of sales professionals.

"Our team offers highly trained and award winning agents, focused area specialists, and competitive tailored marketing packages."

Over the past 12 months, Griffin Real

Estate The Professionals' focused and driven sales team have achieved premium results across every sector of the local market place, making them the most knowledgeable and accessible local agency to vendors and purchasers alike.

"Last year The Professionals invested wisely in the early stages of the technology revolution with the introduction of our new on-line buyer database system, idashboard.,," Mark said.

"This 'state of the art' database automatically matches qualified buyers to your property, from the moment it is added to our website."

This system also sends regular updates to these registered buyers, notifying them of open house times, new listings and other property news.

"This unique functionality ensures that our listings create the appropriate impact on the marketplace from the early stages of their campaign," he said.

"This has been hugely advantageous to our current vendors with a number of sales being put together within the first week of marketing, through a fast-paced buyer matching."

The Griffin Real Estate The Professionals team are now predicting an even more successful year for the local real estate industry in 2008.

"Our team is excited to be back and ready to start our 2008 sales and marketing campaigns," Mark said.

"We are eagerly anticipating an even stronger property market in 2008, with the appeal of the area and its unique characteristics becoming even more desirable and sought after than in previous years.

"This should create wonderful opportunities for local property owners and we look forward to sharing in this fruitful time with our clients."



If you are considering selling your property at any stage in 2008, please do not hesitate to contact your skilled and friendly agents for a confidential discussion in relation to your property - we look forward to hearing from you.

www.avalonre.com.au

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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



As part of our sales team, Alana Elderfield has been appointed as a Justice of the Peace for NSW.

Alana is available to assist any members of our local community requiring the service of a Justice of the Peace.

Please visit our office or contact Alana on 0401 931 013 to make an appointment.





How can you get a better overall return on your rental property

In this issue of Property News we explore a series of steps you can take, that may help you increase the return you get from your rental property.

This issue we examine the pitfalls of “Do-it-Yourself” Property Management.

Thinking of managing your own rental property? Then have you heard of the Residential Tenancies Act 1997? If you haven't, you are not alone.

Each month we have property investors contacting our office who have tried to save a few dollars, by managing their own rental property, only to find themselves facing a difficult situation because they don't have the know-how to manage their rental property.

Getting it wrong can be a very distressing, harrowing and to say the least, an expensive experience.

Trying to provide real insight into the rental accommodation system in a few words is impossible.

Building a case study based on actual events is a far better means of demonstrating what can happen to the new and unwary Landlord.

What can go wrong when renting your own rental property?

A middle aged couple, anxious to adequately provide for their retirement, purchase an investment property and install a tenant in it. So far so good.

The tenant was a family member. The relative then enters an agreement to sub-let the property to another tenant.

Within a short space of time, social difficulties between the two tenants developed, the Sub-Tenant stopped paying rent which incidentally, ate into the meagre bond that had been paid to the Landlord, this bond by law should have been lodged with the Office of Rental Bonds.

Finally, the landlord had had enough and appoints a professional property manager from a local real estate agent to resolve the mess.

In an attempt to solve this issue, the Landlord at the advice of their new Agent, gave the Sub-Tenant notice to quit in accordance with the Act.

In this instance the Landlord acted most reasonably in terms of notice, nonetheless, it ultimately became necessary to take the matter to Court for direction. Firstly, to recover lost rent and secondly, to enforce the notice to quit. This process took more than two months and may still not be satisfactorily resolved.

The Sub-Tenant in this case was a bit of a backyard lawyer, and was able to manipulate issues to the extent that he stayed in the residence far longer than was reasonable and in total contempt of the Landlord's rights and the Court's direction.

Many other such cases have involved substantial damage to properties, with the cost of repairs far exceeding the amount of money held as bond.

The lesson to be learnt from this unfortunate situation?

Landlords should hold and retain an arms distance from tenants, and engage professional managers to maintain their property portfolios.

In search of the key to the cure.

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.**

NATIONAL BREAST CANCER FOUNDATION
FUNDING RESEARCH FOR PREVENTION AND CURE
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