

PROPERTY NEWS

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

Mandurah Estate Agency - Feb 2019

OWN A PIECE OF ISLAND PARADISE

Lot 2 Ballee Island
South Yunderup



For Sale by Open Negotiation

See page 3 for full details

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- The selling process explained



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Message from the Principal

Dear readers,

It is not often that a waterfront homestead comes on the market, but that is exactly the type of property we are promoting in this issue of Property News. For more information about the beautiful resort-style home on Lot 2, Balle Island, South Yunderup, please see our page 3 story.

Presentation of the home and garden is a key factor in getting a great price for your property. Our page 2 article provides some suggestions for what you can do to help make your property look its best.

It is no secret that selling a property can be stressful. Our page 4 article has some simple steps you can take to help make the process as stress free as possible. It is worth a read if you are considering selling in the near future.

If you are considering selling, buying or renting, we are here to help, please give us a call.

Kind regards,

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Setting the Stage

First impressions can make all the difference as to whether the “For Sale” sign in front of your house becomes a “Sold” sign after an inspection.



For that reason you need to set the stage for purchasers, so that they can imagine themselves living there.

This is where some home staging tips can help you and give you a more competitive edge in the market.

“Home staging” refers to the knack of preparing a house for sale so that it still looks homely and comfortable but doesn’t have such a strong personal stamp on it that potential buyers feel they wouldn’t belong there.

That doesn’t mean launching into expensive interior decorating. In fact,

home staging is really the opposite. While interior decorating involves dressing up a house so that it has personal meaning for the owners and reflects their own tastes and interests, home staging refers to removing the strongly personal element from a home while helping it to appeal to the broadest possible range of buyers.

In addition to the usual preparation for sale, such as keeping the home clean and tidy, and ensuring there is as much light and air as possible, home staging involves two main points of action.



DECLUTTER

This refers to removing your ‘personal footprint.’ If you have lots of family photographs, ornaments, souvenirs, children’s drawings and such things throughout the house, take most of them away. Sporting trophies, personal hobby materials and most of your books can be stored in boxes until you set up in your new home. If you’ve turned the study into a craft room, clear it up and turn it back into a study while the house is on the market.



CREATE SPACE

This is another form of decluttering but relates to the interiors of drawers, cupboards and any other storage you have. People often look in cupboards when inspecting a home and if they find them filled to bursting they will assume there is not enough storage space. Give things away, sell them or store them elsewhere, so that you have well presented cupboards and even a few empty shelves here and there.

For Sale: Homestead on Ballee Island, South Yunderup

Imagine living on the banks of the Murray River near Mandurah in a beautiful resort-style home. You'll have your own private jetty to park your boat, which is necessary because you live on an island. Sounds blissful, doesn't it? After 18 wonderful years living on Ballee Island, South Yunderup, the owners of Lot 2 are ready to sell up and let others enjoy the good life in paradise.

Mandurah Estate Agency listed the stunning island retreat, and it is for sale by Openn Negotiation, an online auction that offers transparency and flexibility. The listing is now live. This kind of real estate doesn't come along very often.

In this dream home, there are two separate living areas. The lower level features two bedrooms: the master suite with a walk-in wardrobe and an en-suite. There's a large lounge in the front, and an airy, open-plan family room, dining, and kitchen. A water closet and a generous laundry complete the ground floor.

Upstairs, there's another massive living space, which would be perfect for larger families, or to set up as a Bed & Breakfast. There are four bedrooms, a spacious kitchen and dining combo and a roomy lounge area. A full bathroom and separate laundry round off this upper level. But that's not all. A massive sunroom with an endless stream of possibilities and opportunities is there too. Another sitting room? A bedroom? Yoga, dance, fitness or art studio? The choice is yours.

And let's not forget about the terrific



Lot 2, Ballee Island, South Yunderup
Final Bidding stage is
Tuesday 19th February, 6pm



entertainment area. There's an in-ground swimming pool surrounded by timber decking; plenty of room for loungers, tables, and chairs. In the Bali-inspired Cabana, you'll find an abundance of cooking, dining and relaxing space, as well as, a spa. What more could you ask for?

Located on 2023m² of Green Title land, this captivating island property is the type of place where lifestyle dreams come true.

Whether you're looking for a quiet, holiday-feel home, or a holiday accommodation for the whole family, Lot 2 Ballee Island is the ideal location.

This beautiful island home will not last long. The final bidding stage happens on Tuesday, February 19 at 6pm, if the property has not sold prior. Private inspections are available by appointment only. Contact Andre Manzoni today for more information.

Maximise your Property Value Reduce time on the market

Call a member of our team
for professional, personal and
good old fashion service



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“Mandurah's No.1 Boutique Agency”



The Selling Process

Give yourself the best chance to sell your property with these series of simple steps you can take to make the process as stress free as possible.

Selling a property is one of the most important financial transactions that you will undertake.

Yet many people are willing to hand over the responsibility for their property sale to an agent they have never met before, without making any preparations of their own. And when their property sale takes longer than they expect or yields a lower sale price than they hoped, they put the blame squarely on the agent without considering that they might have improved the outcome if they had done their homework in advance.

In this profile, we look at some of the issues you need to consider when preparing to sell your property.

SELLING NOW OR LATER

The first thing you will need to consider is how quickly you need to sell. If you are selling because you are moving for work or going overseas, your departure dates will determine the timeframe and you will need to ensure that your sales campaign fits your schedule. If you have no fixed deadlines, you will be able to take more time to prepare your property for sale and to find the right buyer.

CHOOSING AN AGENT

Appointing a professional sales agent to run your sales campaign is essential. Choosing the right agent can ensure the best sales method (auction vs private treaty) is used in the sales process to get

you the best result. Choosing the right agent takes time and some research. Talk to your friends and neighbours to find out their experiences with agents in your area but don't just take their word for it.

When you contact an agent, you need to find out what services they provide, how much they charge, whether they are licensed, and what their sales record is like. Once you have narrowed the field, it is advisable to visit the contenders personally so that you can gauge their appearance, personal communication skills, ethical standards, their experience in real estate and most importantly, whether they put you at ease and are easy for you to deal with.

DECIDING THE PRICE

When you have settled on an agent who you feel confident will act in your best interests and has a good knowledge of market conditions in your area, you will need to consider setting the selling price for your property. Your agent will tell you what they believe the property is worth and they should be able to back that up with hard facts about recent sales of similar properties in your area.

Correct pricing is crucial to a successful sale as buyers today are well informed about market values and will not over-pay for your property.

PREPARING THE PROPERTY

Once you have set the price, you should



make sure that you have all the necessary paperwork required by the agents and your solicitor to complete the sale.

Then you need to check the property to get it ready for inspection. First impressions are very important and your property should be clean, free of clutter and in good repair. Take the time to have minor blemishes, such as torn screens or chipped paint, repaired and spend some time tidying the garden and pathways. You only get one chance to impress a potential buyer and create a desire to own your property, so make sure that you prepare well. If you have done your homework and the necessary groundwork, you are giving your property a better chance, however your work is not over yet.

The trick with selling is to look at your property through the eyes of the buyer. The better prepared it is, the easier it will be for your chosen agent to ensure the success of the sale.



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Pauline



Donna



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