

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Langlands Property Publication - Issue 4

Exceptional Price for Coffs Harbour Home



**10 Susan Close, Coffs Harbour
SOLD for \$480,000. Full story on page 3**

In this issue of Property News:

- **Exceptional Price for Coffs Harbour Home**
- **Selling your property over Christmas**
- **Traps to managing a rental property**

Langlands
PROPERTY

(02) 6651 2822

LETTER FROM THE PRINCIPAL

Dear readers,

Our feature story this month discusses the reasons why 10 Susan Close, Coffs Harbour, sold for the highest price in the street and area. The market is still strong, buyers are out and about, keen and ready to buy.

Christmas is approaching quickly. Decorations are already for sale in some shops. In this issue we discuss some of the reasons why Christmas can be a good time to sell property.

Managing your own investment property can result in many problems. Our page 4 article this month looks at some of the potential traps and how to avoid them.

If you are thinking of buying or selling property, contact us today. Our experienced professional team is ready and waiting to help you.

Kind regards,

Amanda Langlands

Principal



1-3 Elizabeth Street
Coffs Harbour NSW 2450

phone: (02) 6651 2822
email: amanda@langlandsproperty.com.au
web: www.langlandsproperty.com.au

Disclaimer Notice: Neither Amanda Langlands, Langlands Property, nor Newsletter House Pty Ltd, nor the publishers and editors of articles in this issue, 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. All the information contained in this publication has been provided to us by various parties. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own enquiries in order to determine whether or not this information is in fact accurate.
©Newsletter House Pty Ltd 2017
Ph: 02 4954 2100 www.propertynews.info

Selling Your Property Over the Christmas Holiday Season Part I ...



Traditionally, Christmas has been seen as one of the worst times of year to sell, with buyers seeing vendors as desperate or worse.

But the tide has turned and experts now agree there are advantages to selling your home over the festive season.

If you do it properly and stage your home correctly, you can in fact get a better price at this time of year.

There are quite a few distinct advantages to selling your home over Christmas.

If you are hesitant about selling, then let me convince you otherwise.

Less Competition

There are still less properties on the market during the festive season, which means your home will stand out.

This gives a unique selling point in your favour, which is that competition is high among buyers but low among sellers.

There are potentially more buyers wanting your home, which means a better price for you.

After Spring

After the wind down of the spring selling season, there are people who have sold their home seeking a new property.

Also, there will be buyers who missed out during spring.

Only one buyer can successfully purchase a house meaning there are always some, often many who are left disappointed.

These people are still browsing online, maybe not expecting to find anything, who will be pleasantly surprised when your home pops up.

Traditional Appeal of the Season

The festive spirit can work in your favour when selling.

You can use the romantic elements of the season to attract and delight potential buyers, especially if your target is families.

What better way to attract attention than to have your home decked out for Christmas, smelling like gingerbread?

So work the angle as much as you can, without going overboard.

In part two I will discuss how best to decorate and stage your home over the festive season, to ensure the best result.

Buyers are available and keen

While we may think of Christmas as hectic, many people have time on their hands, which means more time for perusing online and visiting open houses.

Also, buyers who want to buy this time of year are often very decisive.

Many of us see the approach of a new year as a time to make positive changes and being in a new home for the start of a new year has a positive appeal for many.

Take advantage of the fact that buyers are eager to wrap up a sale quickly, and start their new year off in a new home.

General tips

Find a good local agent who will be contactable over the Christmas period and will respond to enquiries.

Make sure you obtain someone who will work just as hard for you over the Christmas period as they would any other time of year.

Ensure photos are taken before the Christmas decorations go up.

If by chance you don't sell over the festive season, you don't want photos that are dated by Christmas decorations.

Otherwise just go for it, as you can achieve a great result selling your home during the festive season.

To find out how we can help your home over the holiday season or any other time, give our team of friendly sales professionals a call.

They are ready to help in any way possible and our entire team would like to wish you all the best - happy holidays!

SOLD - The highest sales result in our street & area

To achieve success in the often fast-paced and competitive world of property, it's imperative to never lose focus on the main goal – people!

What ultimately determines a gold star sale is a clear understanding of each client's individual needs – buyer or seller.

This is how we like to run our business at Langlands Property.

Because we always put our clients first, take time to listen, and understand their varying needs, success flows for our clients.

Jan Pearce, seller and buyer, shares her recent property success stories.

Looking to sell a 5 bedroom, 3 bathroom home, Jan explains how agent Michael Close achieved a winning result for her property because of his customer focussed approach.

“From the first engagement, Michael always had our best interests at heart. After the passing of our mother, there was much to coordinate and organise, and Michael guided us through this difficult time to prepare the house for market throughout each step in the process,” Jan explains.

“He was able to achieve five offers within the first three weeks of listing the property, and we achieved the highest sales result for our street and area.”

The property, 10 Susan Close, Coffs



10 Susan Close, Coffs Harbour

Harbour went onto achieve a top price of \$480,000.

This was well above the rising median price for the area of \$458,000.

“This was a very high price for that area of Coffs, which was achieved by an attentive and proactive agent,” explains agent Michael Close.

Jan goes onto describe how her needs then changed – from seller to buyer.

“Michael continued to assist me post-sale, and provided advice and assistance in finding other properties for me to purchase...I have since bought again with his assistance! I can highly recommend

Michael and Langlands Property and thank them for all of their support!”

“What we're seeing is that unique properties are selling due to changing needs and development potential offered,” Michael adds.

So it's not a one-size-fits-all solution for our clients. We tailor our approach to client's specific needs and unique objectives. We listen, pay attention to the detail, and reliably follow through.

So whatever your property needs, our experienced and friendly team are ready to assist. Whether you're buying or selling, call us today. We're here to help.

We Have The Experience And Local Market Knowledge You Need



Amanda Langlands
Principal / Licensee
0408 561 682



Michael Close
Real Estate Agent
0481 107 718



Shayne Long
Real Estate Agent
0401 853 770



Michael Smith
Real Estate Agent
0403 136 602



Peter Creenaune
Real Estate Agent
0417 244 906



Stephanie Bayliss
Sales Support
0431 268 750

Call one of our sales specialists today
on 02 6651 2822 to sell your property



Traps to managing a rental property

Long-term landlords will tell you that a good Property Manager is worth their weight in gold



“Surely it can’t be that complicated?” asked a potential landlord who was considering using a Property Management Service.

Having decided to rent out their property themselves, it wasn’t long before they returned to the Property Management Team to help them get their investment back on track.

In the land of Utopia, renting out property seems straightforward, with every tenant paying their rent on time. The thought of a troublesome tenant is a myth.

Having managed numerous rental properties over the years, our Property Management Team can tell you that the land of Utopia does not exist, and that every cent spent on having a property professionally managed can mean the difference between your investment making a profit or loss.

If you don’t believe me, let’s have a look at three traps do-it-yourself landlords have problems with when it comes to managing tenants:

Firstly, failing to ask for a bond

This is a security deposit held in case the tenant doesn’t meet their obligations in maintaining your property to a reasonable standard, or damages the property.

Like the saying, “You can’t judge a book by its cover,” it can be very easy to misjudge tenants. Often it is found that those who many would consider to be tenants of outstanding character, leave rental properties in a state that resembles the inside of a garbage truck.

Unfortunately, you just can’t tell who will stick by the rules, and who won’t. At least when you have a rental bond in place, when the tenant leaves you have the security of four weeks rent to offset any liabilities created by a tenant.

Secondly, not having a lease

This is a legally enforceable contract which spells out all the terms both the landlord and tenant have agreed to. It is a safe-guard for both the landlord and the tenant.

Without this type of contract, if anything goes wrong and the tenant disputes the claim, it is the landlord’s word against the tenant as to what was agreed upon when entering the tenancy.

The absence of a Tenancy Agreement leaves a landlord open to potentially going down the road of litigation and an expensive solicitors bill, in trying to rectify the problems caused by the misunderstanding between landlord and tenant.

Thirdly, interpretation of Tenancy Laws

Each State is governed by its own Property Management Laws and can change without notice from time to time.

With a proper professional Property Manager on the case, they are always up to date with changes in legislation and how they apply to both tenants and landlords alike.

However if you decide to manage your own property, by the time you can find out changes to legislation it can mean facing fines or penalties simply because you did not act quick enough to make changes.

These three traps are just a few things that need consideration before self-managing a rental property.

If you speak to long-term landlords who own a number of properties, they will tell you that a good Property Manager is worth their weight in gold, freeing them up to enjoy the benefits of their investment without the day-to-day hassles.

To discuss your options when it comes to managing your rental property please give our Property Management Team a call as they are available to help you make the most of your investment.

We Have The Property Management Team You Have Been Looking For

Our locally based, trained professional Property Management team will look after your property as though it were their own.



Georgia Adams
Property Management



Ashlee Downton
Administration

**Phone them today on
02 6651 2822**

