

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Langlands Property Publication - Issue 6

## GET A HEAD START SELLING IN 2018



A population increase over the holiday season means selling your property at the beginning of 2018 is a good move



In this issue of Property News:

- How to sell your property at the start of 2018
- Amanda's thoughts on 2018 property market
- Part 1 - Simple renovations ideas for landlords

Langlands  
PROPERTY

(02) 6651 2822

## LETTER FROM THE PRINCIPAL

Dear Readers,

Due to the fact that Coffs Harbour is one of Australia's leading holiday areas, we find that the beginning of the year is a great time to sell.

In the coming weeks, based on last year's experience, we start receiving many inquiries from visitors looking to move to the area or investors wanting to secure their piece of paradise.

Already our database has a long list of interested buyers and with so much positive interest from cashed up buyers now makes the perfect time to sell your property at the start of 2018.

Please give us a call if you are considering selling, buying or renting, we are here to help. And a Happy New Year to you and your family from our team - may 2018 prove to be a great year for you!

Kind regards,

**Amanda Langlands**  
Principal



1-3 Elizabeth Street  
Coffs Harbour NSW 2450

phone: (02) 6651 2822  
email: [amanda@langlandsproperty.com.au](mailto:amanda@langlandsproperty.com.au)  
web: [www.langlandsproperty.com.au](http://www.langlandsproperty.com.au)

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# Amanda Langlands shares her thoughts on the local property market for 2018

**Coffs Coast continues to transition from a large country town into a regional city with consistent growth in both infrastructure and services.**

With a large proportion of our buyers purchasing property from out of town we are expecting steady growth over 2018.

Out of town buyers are both investors who have made good equity in their metropolitan homes and are relocating families and retirees.

Plus, the information technology era has made it easier for people to live in coastal communities and still work in more

high paying employment working remotely, this in turn has allowed more families to make the coastal change sooner than in years gone by.

As we have seen a shift in required housing to meet this population growth and the addition of over 12 new housing estates have been released.

This is good news for both current property owners and investors with owners seeing strong competition for the limited available stock while additionally benefitting from quality new homes and jobs growth that comes with new infrastructure.



**Langlands Property finished 2017 having sold property right across the Coffs Harbour area like 10 Rosedale Road above and 122 Heritage Drive**



# How to sell your property at the start of 2018

**An increased population over the holiday season means there's far greater chance of selling your property at the start of 2018**

While some consider selling a property over the holidays to be a challenge, the team from Langlands Property simply doesn't agree. They know there are many advantages in putting your property on the market over the holiday season, one being there is less competition and more people out and about – and available to buy.

In fact, thanks to Principal Amanda Langlands and her team's holiday expertise, you can actually stand a greater chance of selling as the team have a track record of selling properties quick smart at the beginning of the new year.

One contributing factor is the rise in the local population. There are many visitors who are on holidays seeing the area at its best, through relaxed and refreshed eyes. This offers owners enormous opportunity, so it makes sense to have your property already on the market.

Langlands Property is well aware of the increase in people at this time, and find themselves showing many visitors to the area properties suitable for investors and people planning to call Coffs Harbour home in 2018.

The ever-increasing demand for holiday rental properties over this time



4 Dark Close sold by the team at Langlands Property

also indicates the huge number of people flocking to the area. So, not only are there more people around, but also more people who might be interested in acquiring a holiday or investment property.

Having your property for sale over the holidays, with more people in the area and fewer properties on offer, could be the best decision you've ever made.

Your property will stand out, and with increased numbers of potential buyers there will be greater competition, resulting in a good sale price.

However if you do want to get a head start selling in 2018, you need an excellent

local agency with the skill to successfully promote your property.

Your agent must be prepared to work as hard during this period, as they do all year round. This is where Amanda and the team at Langlands Property are ahead of the rest. They know how many more people are looking to buy and how to attract their attention. Their office is open during the holiday period and sales staff are easily contactable via mobile

**For Langlands Property, the holiday season is simply business as usual – or in most cases, even more business than usual.**

**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**



# Simple renovation ideas for your Investment Property - Feature 1

**In order to ensure the best return, your investment property may need an update. There are simple ways to transform your property which will increase its value and ensure a greater rental potential.**

Renovating an investment property is a business decision and isn't the same as renovating your own home.

The key is to maximise your return for minimum cost. You must avoid over-capitalising, which is when the renovations cost more than the value they add to the property. So set a budget and stick to it.

## Painting

Painting your property can change the look completely by brightening the home and making it more attractive. It is probably the easiest way to add value.

Remember to stick to neutral colours to appeal to the widest range of people and to choose paint that is hard-wearing.

## Floor coverings

Have a good look at the carpets and see if they are beyond a good professional clean, if so then replace them.

These days it is common to have tiled areas so carpet is not required in every room. But think about the type of home you are renovating.

Again the rule is keep floor coverings neutral and durable.

Choose from a budget range but do not go too budget. There is a difference between 'cheap' and cost effective.

If you are lucky enough to have original

wooden flooring then make sure you keep it well maintained. It is a great feature that adds value.

## Window coverings

Again the key is to keep it simple and practical. Install the same window coverings throughout the home in neutral colours.

Ensure your choice is hard wearing and easy to replace.

There are many options but blinds of some sort are probably the best choice for a rental property.

Aluminium venetians are currently a popular option.

## Repairs and quick cosmetic touch-ups

While you are brightening up your property don't forget to make any repairs that are required.

Just having your property clean and in good condition can make a huge difference.

Think about small things that will make your property more attractive. You may not have the budget to renovate the bathroom or kitchen but you can install new fittings like taps and cupboard and door handles.

Think about updating light fittings and installing higher wattage bulbs to create brighter spaces. These small changes can cost very little but will have a dramatic effect.

Don't forget simple things like your curb appeal. Make sure the front yard is neat and tidy.



## Avoid DIY

Remember time is money. You may think you can save a packet by renovating yourself but that is not always the case.

Painters can paint an entire apartment in a weekend. It will take you much longer and the finish won't be as good.

No investor ever regretted getting the professionals in.

Tenants do not need luxury but they do demand a certain level of comfort and many will pay more for an attractive, well-equipped home.

**Simple renovations can make a huge difference to your property and thus your bottom line.**

**We Have The Property Management Team You Have Been Looking For**

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**Phone them today on  
02 6651 2822**



Georgia Adams  
Property Management

Ashlee Downton  
Administration

