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Should you list your home by summer?

The sun is shining and spring flowers are out in full bloom, but does that mean it's a good time to put your property on the market?

The seasons are just one factor to consider when it comes to deciding whether or not it's a good time to sell, but there's no doubt that this time of year brings about some distinct advantages.

For one, there are generally a lot more buyers out in spring and they may have time constraints and need to find a property and get organised before the start of the next school year.

A few other reasons why you should list over spring include...

Buyers want to get in by Christmas – Buyers come out of their winter cocoons and hit the pavements in spring hoping of finding their dream home, but they might have a deadline. Many buyers are anxious to move into a home quickly so they are all settled in by Christmas. December and January can be very quiet periods for real estate so if you want to have as many eyes on your property as possible, it's best to list over spring.

It's all about kerb appeal – There's no denying that properties look more appealing in spring when the grass is greener and flowers are out in bloom. This can lure in buyers, particularly if the property has been freshly painted and the garden has been well maintained.

Easier to move on – If you're thinking about selling then you're probably thinking about finding a home to buy as well. With increased housing stock available during spring, it's much easier for sellers to quickly find a new property to move onto once they hand over their keys. This makes spring a great time for those looking to buy and sell simultaneously.

Reasons you may like to wait...

Some property markets get more attention in summer – Every property market is different and holiday destinations in particular may be more popular in the summer months due to having more visitors at that time of year.

Less competition in the festive season – There is normally limited stock available in December, which means that those homes on the market over summer will get more attention. There are always buyers around and some may be in a rush to buy in summer if they have been looking since the start of spring and haven't been able to find anything else yet.

Only list when you're ready. At the end of the day the best time to list is when it's the best time for you! If you're looking for any advice about timing the market to optimise your sale price then get in touch with your local Professionals Real Estate Agent.

How to get a better home loan deal

Big banks have started lifting their variable interest rates for both owner-occupiers and investors, making it a good time for mortgage holders to start looking at making savings.

Many people don't realise that despite rising interest rates, the Australian home loan market is very competitive and many lenders are willing to offer better terms or discounted rates if it means that can keep your business.

Do your research

Before you start negotiating with your lender it's a good idea to find out what kind of home loan rates are currently available through other lenders. You should also find out what your lender is offering to their new customers. Once armed with information you will find it easier to justify being offered a better rate, which will give you some bargaining power.

Just ask

Many people have a set and forget policy when it comes to their home loan, but this could be costing you significantly. Sometimes to get a better rate or deal all you need to do is ask for



it, after all you have nothing to lose from it! Factors such as a good track record of making payments on time and customer loyalty may help secure a better deal. Don't forget to play up these factors when making your call.

Be ready to walk

If you have weighed up the pros and cons and find a better deal then don't be afraid to switch lenders if your current one won't come to the party. Lenders would much rather keep their customers so they may make you a good offer if they fear they will lose your business.

Switching to a new lender isn't as difficult as it seems and it could end up saving you thousands. Just don't forget to take into account any exit fee or new signup fees if you do decide to make a switch.

Talk to a broker

If you're confused, don't know what to look at, or aren't the best negotiator, there's no shame in sourcing a mortgage broker. It's a broker's job to find the best deal on your behalf.



What to look for when buying a renovator

Buying a home to renovate can provide a great opportunity for savvy buyers to add substantial value, but you need to be careful that your "renovator's delight" doesn't send you broke.

There's a lot more to renovating a property than picking out paint colours and new fixtures. You need to have a well thought out plan of attack and know what you're in for otherwise you run the risk of overcapitalising.

Stick to a good location

Whether you're buying to sell, lease or live in, you should always look for a property in an area with good capital growth potential.

The condition of a property is just one factor that plays into the overall value of a property and if property prices are going backwards then a renovation on its own may not be enough to add any significant value. You also need to ask yourself whether the particular style of property you buy is popular because in some areas new builds may trump an older renovated property.

Doing your due diligence on an area is paramount. Ideally buying property in an area that will see strong growth and where renovated properties are highly coveted.

Decide how much you're willing to take on

There is a big difference between a property that requires a few cosmetic touch-ups and one that needs a total overhaul. Know which type of renovation you're getting yourself into and what your overall goals are.

You need to be realistic about the amount of work involved. Getting a building and pest inspection and advice from builders and contractors before you make a purchase can help you decide whether or not any particular property is right for you.

Time taken renovating can take its toll on relationships and wallet so know what you're getting yourself into before you jump straight in.

Consider your renovation budget

Before purchasing a property, plan your attack so you can work out how much your renovations are going to cost you.

No budget? Then you are asking for trouble and are more likely to end up overspending.

Check planning rules

You should always check your local council's planning rules before purchasing a property to renovate in case there is anything that might prevent you from carrying out your plans.

Planning rules may restrict things like building heights, the ability to add extensions or even the type of paint colours you choose.

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