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## How to Bounce Ahead with your Sale in a Slow Property Market

The Easter 2019 property market may not be as buoyant as it has been in season's past, but that doesn't mean it's not possible to achieve outstanding figures at sale time.

Data from CoreLogic shows that Australian dwelling values fell by 4.8 per cent in 2018 and have continued to trend lower so far this year, however price movements have varied greatly between cities, and even between individual suburbs and streets.

Every area is different. Those who bought at the peak of the price boom in Sydney and Melbourne may have a hard time selling for more than they paid, but those who bought in those same areas five or more years ago are still likely to have seen their home's price go up in value since they purchased.

Whether you are seeing prices slow where you are or not, there are things you can do to help get your property sold fast and for a good price too.

Here are some tips to help you hop into a successful Easter sale:

**Find the best agent you can** - It can be easy to sell a home in boom times, however when the property market falters it's more important than ever to find an agent who knows the area well and has the right approach in preparing your property for sale. Like with most things, you get the quality that you pay for.

**Be realistic about price** - Pricing your property can make or break the sale. Setting the price of a property too high can scare away buyers and actually result in a lower price in the long run not to mention having holding costs for longer. Ask your agent for honest advice about property prices in your neighbourhood so you can set a competitive asking price that will get your property sold.

**Take your time** - It's best not to have a tight deadline when the market is in a downturn. You will be better positioned if you have time to experience the market and negotiate on the best offers that come along. If you intend to buy another property you may benefit from selling your home first but always seek your agents advice on current market conditions.

**Don't skimp on marketing** - When there aren't many buyers around you'll want to make sure that they are going to notice your property over your neighbours'. Talk to your agent about the various avenues available for marketing, such as print, online and letterbox drops, and leave no stone unturned.

**Show your property in its best light** - Buyers are going to show a lot more interest in your property if it presents well. That means you should do everything you can to make the property visually appealing, such as cleaning, decluttering, landscaping and possibly doing some minor improvements or bringing in a property stylist.

## Buying a Heritage Home?

While some home buyers are on the hunt for a modern-day McMansion they can move right into and enjoy, others dream of nothing else but an older-style home with unique character and history.

Australia has a lot of beautiful heritage properties that are highly sought after by buyers. If you're looking to buy a heritage home, here are long-term considerations to take into account.

### Keeping up appearances

Heritage homes may stand the test of time, so depending on the state it's in when you purchase it, consider the maintenance work involved in restoring and/or preserving it.

A building and pest inspection is a must prior to purchasing a heritage home and checking in with the local council or state register to find out about is any obligatory upkeep is recommended.

### Marrying the old and the new

The romance of updating a heritage-listed property makes us visualise the gorgeous and immaculate grand result. By taking time to marry up modern practicality with heritage style you can give yourself the best of both worlds. Be sure to assess the state of things



like wiring, plumbing, fittings and fixtures, considering the preservation of the home whilst ensuring everything complements the original appearance of the home.

Local councils often have the ability to provide details on what you can do and what you will need to get permission for. In a lot of cases you won't be able to change what you can see from the street, but you may have a lot more freedom about what can happen inside the building.

If you plan on doing extensive renovations it's a good idea to talk to a heritage consultant, a builder or an architect who has experience

with older properties. Renovating a heritage home is very different to renovating a contemporary home and the long-term benefits of having someone experienced who knows how to modernise a heritage home while respecting its original design and style will be worthwhile.

### Leaving behind a legacy

Owning a piece of Australian history will never go out of fashion. Heritage homes are highly coveted meaning that these types of properties often hold their value well, particularly if they have already been renovated and modernised.



## Green Thumb Tenant Tips

Gardening is a great way to add a bit of personality to a property and really make a house feel like a home.

Being a tenant means that you have certain responsibilities in the yard, however adding a personal touch doesn't have to be a chore, nor does it have to be extravagant. When you're renting a property consider what kind of garden you want to create.

Check your Tenant Handbook about what you can do without Landlord permission and talk to your Property Manager about things that might be outside of the normal scope.

Pots and planters are great for being able to take your garden with you when you move. Ensure you put things in place to negate any potential water rings or soil staining though as these could mean costly cleaning upon vacating the property. Pots and planters come in a variety of aesthetics and materials to suit whatever kind of garden space you're working with.

Artificial turf adds the "green" of a backyard without the maintenance. Turn harsh cold concrete into a relaxing and inviting haven or outdoor entertaining area that feels like an oasis in your own backyard. AstroTurf also has the added benefit of being removable so you can take it with you if you move to a new home.

Non-permanent pavers can add a modern twist to a boring dirt patch or flat surface that you want to cover up. These are often inexpensive and may make certain areas of your garden more attractive, practical and inviting.

Grow your garden upwards if you're tight on space but still want the relaxing feel of greenery. A vertical garden can add privacy to your outdoor areas and freestanding trellises will allow you to grow climbing plants that can screen out your neighbours. Hanging pots are another option that can work well too.

If you're unsure about anything, or if you're wanting to pull down or dig up garden areas speak with your property manager to seek approval so that you can enjoy your garden area without the risk of having to undo all of your hard work.

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