

TracyRoberts

real estate

Sales News

September 2010

Why the cash rate has remained at 4.5%



Australian consumers continue to dodge an interest rate hike as, in line with predictions, the Reserve Bank of Australia kept the cash rate steady at 4.5% this month. But why?

In its meeting minutes released late yesterday, the RBA reported the major news in the domestic economy had been that underlying inflation had continued to fall and was now below three per cent. Were it not for the effect of the rise in tobacco excise earlier in the year, CPI inflation would have remained below 3 per cent, the report said.

The RBA detailed how employment had continued to grow solidly but consumer spending remained subdued, even though confidence was high.

Further saying that credit growth remained soft and the housing market had stabilised after the surge in prices late last year and earlier this year. Indicators of business investment remained strong. The staff forecast continued.

Developments over the latest months had not materially changed the board's assessment. The inflation data released during the month in line with the board's expectations for a decline, and the outlook for economic growth had not changed.

The RBA added markets had settled somewhat, but there was still more uncertainty over the global outlook than there had been earlier in the year.

Sourced from realestate.com.au

Meet a member of our Sales Team



Andrew Sparks
Business Development Manager

Andrew brings a wealth of property experience and is an integral part of our sales team. Andrew takes pride in being dedicated and committed to the sale of a property. He goes that extra mile to ensure you are satisfied and most of all happy with the service he provides.

Call Andrew today on 0432 363 341



P 9631 3544

www.tracyroberts.com.au

5 Tips To Get The Best Price When Selling Your Property



For whatever reason, if you have to sell your property as soon as possible, don't panic! It's easy to be overwhelmed but the best way forward is to set out a plan for selling and work through it step by step. Don't be deterred if the word on the street is that 'it's a bad time to sell'; just keep the following tips in mind and selling your property quickly, and for a good price, will be achievable. There are five common mistakes that homeowners make when wanting to sell their place quickly. I am going to tell you the mistakes then give you some advice about how to overcome the error.

The five most common critical mistakes:

1. Constantly reducing the price, little by little

When prospective buyers see a price dropping regularly it spells 'desperation.' Before you list your property do your own research to find out its value. Check out what the prices are of similar places in the area. The most inspected places on the market are those that are the cheapest and also the newest listed. By placing your property at the top of the list in both categories you will have yours sold in no time at all.

2. Hiring the Real Estate agent charging the least commission

To get the quick results that you are after it is essential that you hire a top real estate agent. Ask your friends, family and colleagues who they would suggest and who they have used. If you can employ a professional agent who can negotiate you another \$15,000 on your selling price for \$3,000 more commission, you are better off than using an agent who will 'give your place away.' Look for an agent who you can communicate with, who is prepared to go that extra mile for you, who has drive, commitment and will guide you through the selling process at a comfortable pace.

3. Waiting for the market to improve

Waiting does not ensure a better selling price. There are hundreds of home owners who do not need to sell quickly and they will be coming on the market each and every day. You will always have competitors so if you have to sell do it now and do it with care and conviction. Who says the market is going to be better in the next year or two anyway?

4. Listing your property before you have staged it

One of the absolute worst mistakes is to present your place to buyers when it has not been cleaned and spruced up for sale. It is called 'staging your place' and can make an enormous difference to the amount you get offered. Clean out the junk – sell it or store it. Touch up any areas in the property that are showing wear and tear and get the garden regenerated, especially in the front. Potential buyers are there to look at your place and how their family could live in it, not at your belongings, so have as few personal belongings around as you need to have to live in reasonable comfort while it is on the market. Tidy the bedrooms and get rid of any excess furniture so that all the rooms look larger.

5. Consider every offer

A common mistake for owners, especially those **needing** the highest possible sale price, is to turn down the first offer. In selling there is a saying that 'the first offer is the best offer' and if you talk to a salesperson in any job where price gets negotiated, they will tell you that the statement is true in the majority of cases. You will get a lot of lookers in the first couple of weeks and if you are still on the market after that the number will drop quite dramatically. If an offer comes in during the first week or two, sellers are tempted to turn it down thinking the inspection rate will stay the same, but of course it does not. So, seriously consider every offer, especially the first.

Recent Sales



3 Wallan St, Pemulwuy
\$530,100



5 Karuah St, Greystanes
\$510,000



7 Beechwood Av, Greystanes
\$565,000



68 Daruga St, Pemulwuy
\$750,000

Sourced from realestate.com.au

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