

Yourlōgo

Your Phone Number

Springtime is always welcome after the colder winter months and for the real estate industry it is usually the start of 'selling season'. There are increased listings of properties and generally more buyers in the market. So, with that in mind...in this newsletter we have listed a few tips for helping you to sell your property and stay ahead of the competition. As the First Home Buyer Boost scheme introduced by the Rudd Government is being phased out, we discuss other alternatives for getting into the property market such as the family pledge loan. We also look at reasons for getting a pre-approval and some pointers to consider if you are thinking about investing in real estate. We hope you find the information useful and look forward to hearing from you soon!



Tips & Tricks – To Sell Your Property Quickly

Spring has arrived and while we can all enjoy the warmer weather and longer days, for some spring heralds an increase in activity in the real estate market. If you are thinking of listing your property for sale here are a few tips on how you can improve the marketing of your asset and hopefully achieve a better result...good luck!

- * Look at the property from the buyer's point of view. Try to be objective as you evaluate your property's good and bad points
- * Simple conservative improvements can make a big difference e.g., a quick paint job, simple repairs or just a good clean to remove the clutter
- * First impressions linger. The outside of the house should present in top condition. Mow the lawn, tidy up the garden, re-paint a fence or plant some flowers for low-cost instant appeal.
- * Inside the presentation should represent a 'blank canvas' so that prospective buyers can visualize themselves living in the house. Try to remove objects that establish the home as someone else's e.g., wall posters, pictures or items that make a statement such as bear skin rugs and so on
- * Price it right. Do your research on what sold recently in the area and how long these properties were on the market. Compare these properties to yours and set the price accordingly.

Loan Product Focus - Family Pledge loan

Saving for your first home can be a huge hurdle for some first home buyers. If you are trying to save a deposit for your first home whilst paying rent to your landlord, it can seem like a mammoth task. To make matters worse, by the time you save what you thought was enough, the goal posts could have moved as property prices increase and you have to keep saving to catch up with the market.

Even though the First Home Buyer Boost Scheme is set to end in December 2009 there are always alternatives and opportunities to get a foothold in the property market. If you are lucky enough to have a close family member who is willing to help you get on the first step of the property ladder, a family pledge loan could be right for you.

The family pledge loan allows a family member to pledge or guarantee part of the equity from their property towards a deposit on your purchase. The family member, quite often mum or dad, will allow the lender to take a mortgage over their property to support this guarantee. In return, the lender will allow you to borrow 100% of the property price plus associated costs, secured by both the property you are acquiring and your family member's property.

Usually the guarantee will be 20% of the purchase price to enable the borrower to avoid paying lenders mortgage insurance. As time goes on and you reduce the balance of the original loan, or when the value of the property increases, the guarantee is removed and your loan will 'stand alone'.

There are implications of this product for the guarantor and legal advice should always be sought before entering any such agreement. However if both parties are happy to proceed it can be an immediate goal scoring opportunity for a first home buyer.

3 Good reasons to get Pre-Approval



If you are in the market to purchase a property, it is a good idea to be pre-approved by a lender for your loan for three good reasons.

1. Going through the pre-approval process is an important step in evaluating your financial situation. It gives you the opportunity to discuss with your broker the loan products available and to address the loan amount and repayments in terms of your affordability. Doing this before you have found a

Yourl^ogo

Your Phone Number

property allows you to be calm and objective in your decision making process.

2. Knowing how much you can borrow means that you don't waste time looking at the wrong properties. You will know exactly what price bracket to look in and thus avoid frustration and confusion.

3. It gives you the edge in a competitive market. If there is competition from other buyers for the property you have found, having your finance in place can put you ahead of the other buyers and improve your negotiating power. The vendor and the vendors agent will take you more seriously and give preference to you and your offer to buy the property.

We can help you to get your pre-approval quickly and easily. Our knowledge of different lenders and their lending criteria can help you to find the loan best suited to you. If you are unsure of any aspect of the finance process, please let us know as we are always available to assist you from the pre-approval stage to settlement.

A Beginners Guide to Real Estate Investing

Investing in property is a solid strategy for building wealth over the long term. Like most things, gaining a good understanding of the key factors involved and proper planning is essential before taking the actual plunge.

The first thing to consider in any investment plan is what goals you expect your strategy to achieve. These can be short term and long term goals or both. If you don't have clear goals in mind when you start investing, it is like starting out on a road trip with no map... who knows where you will end up.

By clarifying what your intentions are this will enable you to consider the options available to you in the form of types of property to invest in. For example, one of your short term goals may be to build up your capital base within two years to enable you to secure property to hold for long term capital growth. This could lead you to purchase a property that may be rundown so that you can do some quick renovations and sell it after a year to realize the equity created. You could then roll this equity into your next project or investment.

The point being that there are many types of property available and different opportunities; if you don't have a plan and clear cut goals to begin with, it makes your choice of investment extremely difficult to evaluate. We have helped many of our clients take the first step into the world of property investing. If you are thinking about this at all, please give us a call as we would be happy to have a chat to you about your plans.

Your
Company Address

Your
Contact Details

Your
Website URL

Your
Email Address