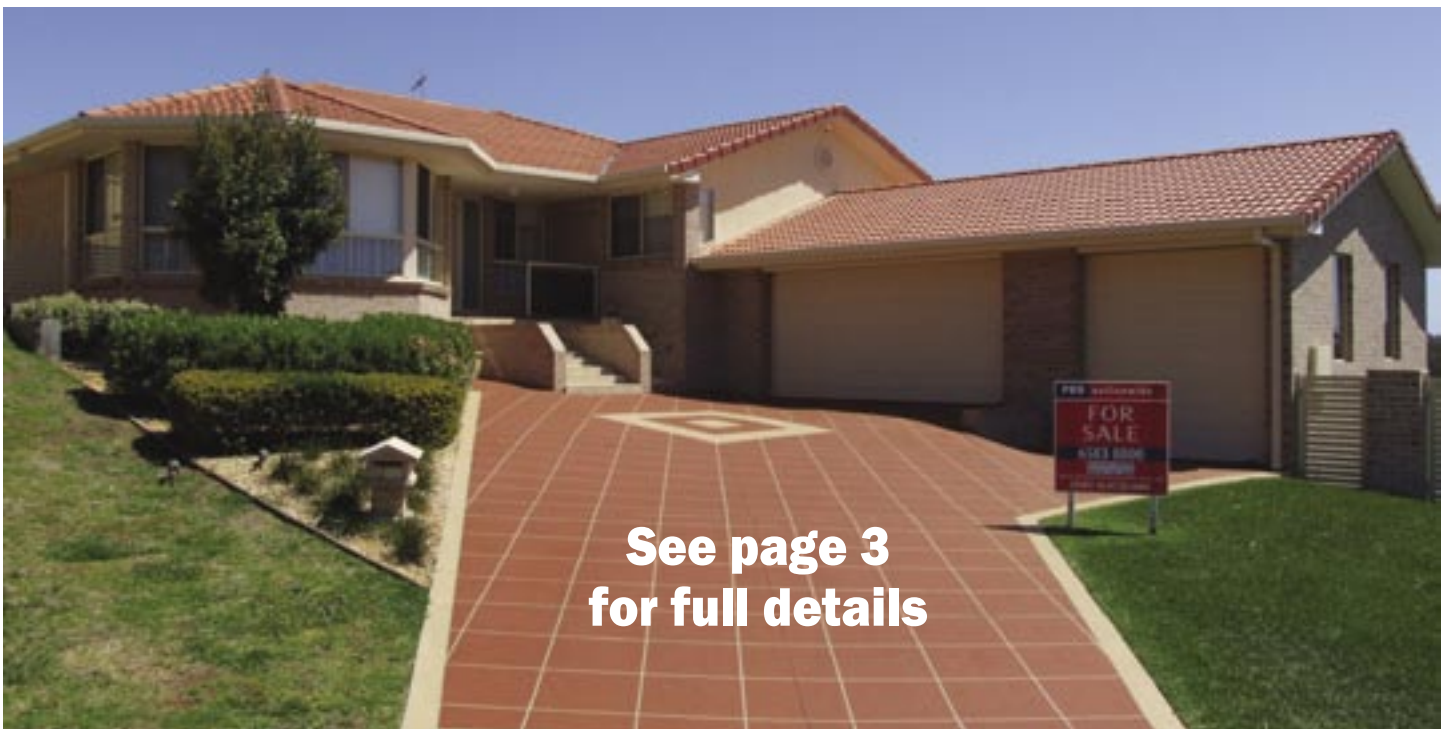


PROPERTY NEWS

Ideas to help you when you're Buying or Selling

PORT MACQUARIE HOME SOLD IN 1 MONTH

How did PRDnationwide Port Macquarie manage to sell this Orion Close property in 25 days in such a tight market?



**See page 3
for full details**

In this issue of Property News:

- **How to buy a good home in our area**
- **Port Macquarie home sells in 25 days!**
- **Beating the interest rate blues**

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A letter from our Editor

Dear Reader,

PRDnationwide Port Macquarie are excited to bring you our newsletter.

It's our hope that this newsletter will start to help you as you plan your next move when buying or selling real estate.

In the space available, we are able only to take you through the basics of each concept discussed.

That's why we are happy to meet with you, so that we can impart our local knowledge and experience to help you.

Please don't hesitate to call us any time at our centrally located office in Port Macquarie on (02) 6583 8800.

Kind regards,



Tony Dekker



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How to buy a good home in our area

You have been given a pre-approval of your home loan from the bank. Now all you need is a property that meets the budget and your lifestyle, but where do you start to look for that new home?

Over the years we have met two types of buyers - the organised and the disorganised.

From our experience the organised buyer usually comes out in front, so let us look at how an organised buyer goes about finding the right home.

Organised Buyers thoroughly utilise the services of their local agent

Many people are under the false impression that the seller is the only person an agent is interested in helping.

In many cases at our office, it has been through the help we have offered the buyer that has led them to choose us to sell their property. Remember, a seller very quickly becomes a buyer, so a good agent always goes out of their way to help both buyer and seller.

Do your research before you look at the first home

You can save yourself heaps of time and stress if you turn up to an Open Inspection knowing what you want.

Visiting several homes on a Saturday can be time consuming to say the least. Like most anxious buyers, you are looking for that undiscovered gem, so it pays to have narrowed your list of homes down to the properties that are more likely to meet your needs.

Have your Finance Pre-Approved

There is nothing worse then getting your hopes up about your dream home only to be rejected by the bank.

Years ago getting finance approved was a great hassle, but these days by answering some questions most people find they can have pre-approval arranged before they start looking.

You are in a much stronger negotiating position with your finance approved. It allows you to advise the agent that is helping you find a home what your 'real'



budget is before you visit your first Open Inspection.

Don't make an emotional decision

On average a home owner changes homes once every seven years, so take your time when deciding which is the right home for you.

It pays to be a little pragmatic and not get carried away by the moment. Homes are coming on the market every day.

Work with your agent to draw up a list of requirements that must be met for you to add a property to your buying list.

A good agent will add you to their e-mail database and as regular as clockwork you will receive on a weekly basis a report of homes for sale that meet your criteria.

Port Macquarie vendors thrilled with prompt result

The owners of a property at 19 Orion Close, Port Macquarie, were very happy when PRDnationwide Port Macquarie found them a buyer in less than a month.

As rising interest rates and increasing living costs combine to push consumer debt to record levels in Australia, some property buyers have changed their plans to purchase.

In a subdued market such as this, it is not uncommon for properties to sit for months without selling. The longer your property takes to sell, the more stressful it becomes, especially if you need to sell before you can buy another property.

In this case study, we reveal how PRDnationwide Port Macquarie recently sold a Port Macquarie home in just 25 days on the market. The owners of the property at 19 Orion Close, Port Macquarie, were very happy when PRDnationwide Port Macquarie found them a buyer in less than a month.

The prompt sale meant they were able to move on with their plans to purchase again. So how did PRDnationwide Port Macquarie find a buyer for the Orion Close property so quickly in such a tight market?

One of the secrets to success for the team from PRDnationwide Port Macquarie is outstanding communication skills. Selling agent Wayne Carver of PRDnationwide Port Macquarie listed the Orion Close property for \$569,000 and the owners accepted a sale price of \$564,000.

By keeping the owners fully informed of every inspection and of the up-to-the-minute market intelligence, Wayne Carver helped them to place the offer for their home in a broader context.

Wayne, and the rest of the PRDnationwide Port Macquarie team, believes in working very closely with their clients to achieve the best possible outcomes in their property negotiations in the shortest possible time. In the case of the Orion Close home, the owner helped to ensure that their property sold quickly by being flexible enough to drop \$5,000 from their full selling price.

Taking the advice of the experienced agents at PRDnationwide Port Macquarie helped them to get very close to their

asking price and they were more than happy with the result.

PRDnationwide Port Macquarie found a buyer for the Orion Close home using their highly-effective web presence. Many buyers do their real estate research over the internet in this modern information age, making a user-friendly and attractive web display a must for PRDnationwide Port Macquarie. Wayne Carver and the other expert agents from PRDnationwide Port Macquarie are very quick to respond to enquiries, whether they have resulted from the internet or other marketing materials. They arranged for the buyer to inspect the Orion Close property as soon as possible and then took their offer to the vendor.

Close contact with your agent is essential, particularly in difficult market conditions, and the owners of 19 Orion Close could not have been happier with the attention and assistance they received from PRDnationwide Port Macquarie.

Selling you property just became easier

PRD nationwide

If you would like to rent your property without the heartache then call our property people on (02) 6583 8800 and rest easy!



Jeff Collyer



Wayne Carver



Clive Ince



Alison Sheppard



Sue Temple



Corey McKinnon



Renee Ferguson



Trish Triggs

In this report, we reveal several ways to help you beat the interest rate blues.

Beating the interest rate blues



“Please Sir, can I have more?”

There doesn't seem to be a day that goes by without another media commentator pointing to a possible interest rate rise.

Just when we have finished dealing with the last rise in interest rates, another percentage point or two looks likely in the coming months. It's one thing to slash the family budget, but how far can you go to ensure you can afford the family home.

On the positive side rising interest rates are usually considered quite good from investors, and those living on fixed incomes, but to those of us considering moving into the housing market for the first-time or up sizing the family home, the thought of an increase in interest rates is enough to send us packing.

Don't despair, help is at hand

Home financing is not like the bad old days when you only had the option of going to the local bank manager and asking the Oliver Twist - Charles Dickens - question, “Please Sir, can I have more?”

Today, on the contrary, we are faced with a myriad of home loan options. Which is why it is important to establish a good relationship with a reputable Mortgage Broker. Unlike the average borrower, your qualified mortgage broker has had years of experience taking what seems an insurmountable task, and in a matter of days providing home loans to people who thought they didn't have a chance.

Always seek professional advice

In the limited space we have in this report, it is impossible to address the myriad of options that may be available to you. So please don't make any decisions on the information contained in this article. Everybody's financial situation is different, and it is prudent to seek extensive financial advice before committing to any financial arrangements.

What can you do to tame the interest rate tiger?

Should you fix the interest rate on your home loan? If you work to a tight budget, there is nothing worse than receiving a letter from your finance provider informing you that as of next month you will have to pay more. If money is tight, and you like the security of knowing that you can pay your mortgage each month, then it is wise to consider fixing part, or all, of your loan. However, you must weigh up the cost associated with fixing your home loan, as you may have to pay a higher interest rate for the privilege.

Is now the time to consider refinancing your mortgage? It may be several years and you settled on your current home loan. Back then when you were making those financial decisions, you were not faced with the current interest rate rises. In many parts of Australia, pensioners were faced with a different economic outlook to what they are today. In light of that change, maybe now is the time to reconsider the makeup of your home loan. Maybe the redraw facilities that seemed so important at the time of signing your home

loan are no longer essential. There are many home loan alternatives available to you, shop around, ask advice from your mortgage broker, and you may be pleasantly surprised at the options on offer.

Have you considered consolidating your debts? Have you walked to the mailbox and experienced a sinking feeling as bill after bill appears from the pile? Well then, maybe the time has come to reassess your financial position and take the pressure off your bank balance by consolidating some of your debts. It is not uncommon for some of us to get way in over our heads, the trick is to manage the situation to make your monthly payments so that you don't face the debt collector.

The idea is that you move high interest debt, for example those spiralling credit card balances you have accumulated, to a lower interest rate debt such as your home loan. You may be cash poor, but if you have a reasonable amount of equity tied up in your home you can consider rolling all your debts into a property loan. You may also consider consolidating these high interest rate debts into a personal loan. You may not be able to walk away from these debts, but it makes a lot of sense to be paying off a loan with a lower interest rate charge.

As we said earlier, help is at hand. Your real estate agent may even be able to put you in touch with a financing firm they have a relationship with. But gone are the days when you only have one or two financing options. You can't get away from the fact that interest rates may rise, but there are many steps you can take to ensure you don't suffer the interest rate blues!

Take the hassle out of renting your investment property



Leah Hetherington



Megan Dekker



Nerida Laurie



Nerissa Rider



Jaclyn Reay



Cheryl Fathers

If you would like help renting your investment property, call us on (02) 6583 8800 and see how easy it can be with expert advice!

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