

Ray White Mona Vale & Narrabeen Autumn Update



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How to select the right real estate agent

Selecting the right real estate agent to work with is a lot bigger decision when you are selling than when you are buying. Why? Most people buy based on the property that they like, it is not a decision based around who the agent is.

When you are selling nearly everything in the transaction revolves around the real estate agent you have appointed to handle the sale.

When you get a good real estate agent they will negotiate you a much better selling price than you would get without one but getting a good one, that's the challenge.

Your real estate agent should be your partner when it comes to selling or buying.

Empathy

Your real estate agent must be able to relate to what you are going through. Selling real estate can be a stressful time mainly because of the financial issues, but it also can be an emotional time leaving a property that has been the family home. Your real estate agent needs to be able to appreciate this and be able to relate to what you are going through.

Understand they are employed by the seller

Some agents seem to forget this major point. They try so hard to look after their buyers that when negotiations are going on they get a bit mixed up. The bottom line is the real estate agent's commission is deducted from the seller's final price. The selling real estate agent is employed by the seller to get them the best result possible. A good agent never forgets this. They are proud of the work they do on behalf of the seller.

Negotiating skills

This is a major point that really defines a great real estate agent from an ordinary one. If the agent you employ is a good negotiator, chances are the extra money you get for your property will make your choice the right one.

Easily accessible

How quickly they answered your initial enquiry will give you some indication as to how long you will be waiting to get answers when you are on the market. You need your estate agent or someone from their office to address your enquiry promptly.

Local knowledge

Local knowledge really pays dividends when selecting a real estate agent; most buyers are buying a lifestyle and your agent needs to be able to sell the lifestyle of the area and property. The only way they can do that is by having great local knowledge and a healthy belief in the lifestyle of the neighbourhood.

Likeable

Lastly but by no means least of course, you have to like the person you choose to be your real estate agent. You are going to rely heavily on this person to get an important job done and you need to like them enough to enjoy talking to them everyday if necessary. Your estate agent needs to be perceived as likeable by the buyers as well.

Ray White Mona Vale & Narrabeen

Our success is based on a sound understanding of all these important points. We fully understand the process of selling your home. Talk to us about your requirements. You'll find that we're not only knowledgeable, we're good listeners too.

Think selling. Think Autumn. Think...

Ray White

Mona Vale & Narrabeen

Autumn gardening tips

Now is a great time to rejuvenate your garden and get it ready for spring.

Here are 7 tips - an autumn garden task list that will keep your garden in top order.

Trim hedges before the onset of winter to keep them compact and bushy from ground level.

Check your lawn and spray any weeds. Aerate the lawn with a garden fork and scatter lime lightly over it. This sweetens the soil after many years of lawn food application.

Rejuvenate tired lawns with an autumn feeding to ready them for the onset of cool winter weather.

Gather fallen leaves, grass clippings, kitchen scraps and shredded prunings, and layer them in a compost bin. Turn periodically with a garden fork to allow air to circulate and feed organisms, and decompose the organic matter quickly. Don't overload your compost with one particular ingredient - maintain a mix.

Transfer the leaves that fall on your garden

and lawn to the compost bin on a regular basis, otherwise they will smother your plants and grass.

Autumn is rose season, and they look gorgeous at this time of year.

If you have cymbidium orchids, they should be placed in full sunshine to encourage good flower spikes during winter and spring.

Divide evergreen perennials. Lift them from the soil, divide at the root and re-plant into well-conditioned soil.

Toblerone Brownies

Ingredients:

- 200 grams butter
- 1/2 cup honey
- 1/2 cup sugar
- 350 grams dark cooking chocolate
- 2 x 100 gram Toblerone bars
- 5 eggs
- 1 1/4 cups flour
- Pinch salt
- 1/2-1 cup slivered almonds

Method:

Pre-heat oven to 180c. Melt the butter, honey, sugar and cooking chocolate in a large saucepan, stirring all the time.

Then add one chopped-up Toblerone and melt that too. Keep stirring to make sure the chocolate doesn't scorch.

Remove from heat, beat in eggs, one at a time.

Mix in flour, pinch salt, 1/2-1 cup slivered almonds and one more Toblerone bar, roughly chopped.

Pour into a greased brownie pan and bake for 22-26 mins. Tip: use a silicone pan as it will prevent the outside from cooking much faster than the inside.

Cool a little, but serve warm with icecream and sprinkle with a few extra almonds.



Forget the Captain's, dine at the

15 Admirals Quay, Patterson Lakes

With your own berth on the harbour and an ultra-modern indoor-outdoor lifestyle you are all set here for living, dining and relaxing in resort style. The home is nestled on the marina's edge with expansive water views.

Set over two levels, the home has a modern kitchen with Caesar Stone bench tops and stainless steel appliances, open plan living and dining with floor to ceiling windows, open fireplace and polished jarrah floors. Bi-fold doors in the main living area open to an outdoor entertaining area.

Top Tips to Renovate your apartment or house on a budget.

Renovation budget

Start your renovation by first setting a realistic budget. Five per cent of the purchase price is a good guide. If you are inexperienced in renovating, budgets can spiral out of control. Begin by talking with tradesmen and asking for quotes on certain jobs you need doing. Make sure that your tradesmen are registered or come recommended.

Also talk with other experienced renovators about their experiences and their costs.

Create atmosphere

The cheapest and most effective way to give your rooms a lift is with paint. You can add \$5 value for every \$1 spent.

Use neutral colours on walls and ceilings.

Add splashes of colour through artwork that you have created yourself or buy some colourful prints. Enhance your rooms with some table lamps and down lights to set the ambience.

Dump the outdated curtains and replace with modern venetians. They are inexpensive, stylish, give privacy and let the light and breezes in when needed.

Floors: The best and easiest is polished floors. Be careful in apartments, the sound may travel to the unit below or even next door. The vinyls and carpets now available give you an unlimited choice of colour, texture and style. Use a flooring consultant to pick the right style for your individual situation.

Kitchen on a budget

The kitchen can be one of the most expensive rooms to renovate. Update kitchen cupboards by repainting with laminate paint and then boost the look with new door handles.

Consider giving those purple floral splashbacks and tiles a fresh new look by painting with Tub and Tile paint.

Here is a little known secret. If your benches are the 'old' 500mm wide type did you know you can really make a statement by adding a granite bench top for next to nothing! How do you do it? Go to your local tile shop and ask for "end of run" 500mm granite tiles. You should only need 6 tiles for a 3 metre counter top and it should cost you next to nothing. Lay the tiles on top of existing laminate and finish with a polished timber edge. It looks fantastic and costs peanuts.



Admiral's table every night

The second level features a master bedroom with ensuite, walk-in robe and balcony with water views, a second living area/gym, large bedrooms with built-in wardrobes, spa bathroom, light filled study or fourth bedroom and balcony.

The roof top offers a second outdoor entertaining area with 360 degree views, 6 burner barbeque, saloon bar and 6-8 person hot tub.

For more information visit raywhite.com, Property ID #106122723.

Ray White

What's your home worth?

Percentage price changes – houses
December 2009.

Established houses for the weighted average of the eight capital cities increased 5.2%.

There were price rises in all capital cities:

Melbourne	+6.8%
Sydney	+5.0%
Canberra	+3.6%
Adelaide	+2.1%
Perth	+5.7%
Brisbane	+3.8%
Hobart	+4.3%
Darwin	+4.9%

Source: Australian
Bureau of Statistics

RECENT SALES



52 Narrabeen Park Parade, Warriewood



151 Warriewood Road, Warriewood



7 Horst Place, Mona Vale



2/1 Turimetta Street, Mona Vale



8/25 Heath Street, Mona Vale



5 Kuyora Place, North Narrabeen



39/1259 Pittwater Road, Narrabeen



5/11 Wetherill Street, Narrabeen



15/120 Fisher Road, Dee Why

Call one of our Sales Consultants today for a FREE Market Appraisal



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