

Ray White Narrabeen & Mona Vale Spring Update



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Spring is for selling.

For those of you thinking about selling your house, spring is already here. If you don't already have plans in place, there is no time to delay. The time to get ready is now.

Clear the clutter. Go through each room. Decide what should stay and what can go. If you haven't used it in two years, it is time to find it a new home. Throw it away, sell it or give it away, but get it out of your way. When getting ready to sell your house, less is more! Call a charity for a donation pick up. Rent a skip. Do what you can to reduce what you have.

Set up an area in your home – or even in each room – where you can start packing. If you have a box in the corner of a room, you can effortlessly add a few things each day. As you clear, it will become apparent what needs to go. There will be fewer things to clutter your space. There will be fewer objects to dust and pick up. It's a great strategy.

It is important that you have your real estate agent walk through your house and give you a "to do" list. Your agent does more than simply host an open home for you. Your agent will look at your property objectively and tell you what you need to do to get the best price possible in today's market in the shortest period of time. Your agent knows what buyers are looking for.

People like homes that look like they have been well maintained. Fix cracks in the walls. Clear the weeds and keep

the lawn mowed. Get rid of pet and cooking odours.

Paint your walls a light neutral shade. It becomes a clear palette for the buyer. The buyer knows they can move into the house without doing much if any work until they are ready.

You need to make your home look warm and inviting. You want potential buyers to sit down on the sofa and imagine themselves in the room.

Your home needs to look and feel inviting for a prospective buyer to make you an offer.

Did you know?

Today, Ray White is Australasia's Real Estate Super Group with over 1,000 individual offices spread across Australia, New Zealand and Indonesia. Together they help many thousands of home owners and purchasers to successfully buy and sell property every year.

With an annual turnover last year exceeding \$2 billion per month, Ray White today provides a broad range of real estate and related property services.

When you choose Ray White, you are choosing over 100 years of experience and a name you can trust.

Your real estate agent is responsible for one of the largest financial transactions you will ever make. That's why you should choose the very best and the very best is Ray White.

We sincerely appreciate any suggestions, comments or feedback you may have. We are constantly striving to improve our service, and the services we provide.

Think selling. Think Spring. Think...

Ray WhiteTM

Narrabeen & Mona Vale

Get a Greensmart house

Insulation

Effective roof insulation can help keep your home at a constant temperature and save you money provided you select the correct insulation, and it is installed properly.

In order to achieve maximum energy efficiency, you should consider ceiling insulation as well as roof insulation (wall insulation can be important too). Roof insulation mainly comes in the form of a reflective, foil based product that reflects radiant heat, whereas ceiling insulation is usually a thermal batt or blanket, which protects the home from external temperature changes.

There is a variety of products on the market, manufactured from fibreglass, rockwool and even natural wool based batts. All have different acoustic and thermal insulation properties.

The most important guide to selecting the proper insulation is its R-value. This is a measure of how effective a material is at resisting heat flow. The higher the R-value, the greater the resistance there is to heat transfer and the greater the energy efficiency. Even if you have air-conditioning in your home, it

makes sense to have good insulation to help maintain a constant temperature, all without costing you more money.

Ventilation

Used to remove the hot air that is trapped in the roof cavity and also reduce the condensation that forms inside the roof space. Without adequate ventilation, heat from the roof space and water vapour that is drawn into the roof can affect the comfort of your living areas and can also limit the performance of insulation. Mechanical roof ventilators, commonly known as 'whirlybirds', spin with the wind creating an updraft, which extracts the hot or moist air from the roof space.

Skylights

These add that much needed natural light to any room including those that are away from the exterior. They are available in many shapes and sizes. Smaller tubular skylights are an ideal solution for rooms like an ensuite, hallway or kitchen where there is not a lot of space. They can also be used in larger rooms where task lighting is required.

Insulation will make your home more energy efficient. Source: HIA



entertaining space on the lower level. Upstairs there is a sleek designer kitchen with marble finish, a combination of Miele and Gaggenau appliances, and a walk-in pantry fit for a butler.

The open plan living/meals area has a breathtaking 180 degree view across the bay and the Geelong waterfront. The home has heating/cooling and the very best of European fixtures, fittings, tiles and appliances.

What's your home worth?

Weighted average quarterly price changes – houses **June 2009**

Established houses for the weighted average of the eight capital cities increased 4.2%. There were price rises in all capital cities:

Melbourne +5.2%
 Sydney +4.9%
 Canberra +3.6%
 Adelaide +3.4%
 Perth +2.7%
 Brisbane +2.5%
 Hobart +2.5%
 Darwin +2.4%

Ray White

Source: Australian Bureau of Statistics

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