

...On The Beaches Quarterly Update



The experienced Ray White
Real Estate team

\$20 billion sails.

How to get top price in a quiet market

Today's slower market conditions are just plain sailing to us at Ray White Real Estate.

In Ray White's 104 year history we've seen it all – world wars, recessions, booms and busts. Some people say, "when the going gets tough the tough get going" – or, to give it a nautical slant, "Ray White sails best in light winds."

That's confirmed by Ray White's \$20 billion in property sales each year – regardless of the market conditions.

How come we fly when others drift?

To win yacht races in light conditions you need big sails and a skilled crew.

We have it all. Ray White's 800 plus office network. The best media rates. Unsurpassed marketing. And a strong sales force. Plus we offer a huge range of other services – all yours for the asking.

Sure, the wind may have dropped but we are still way out in front.

Ask us about our free, no-obligation appraisal service. It will give you the realistic value of your home in today's market conditions.

Jump on board. Call us.



2 How does your garden grow?



2 Handy painting hints



3 \$8.5m buys one of Sydney's finest!



3 Be water wise



3 What's your home worth?



How does your garden grow?

The principles of good garden design are similar to those in other design disciplines — scale, form, colour, texture and context — with an important difference: you're dealing with living things that change spaces over time, says Tim Hart, president of the Victorian Group of the Australian Institute of Landscape Architects.

Not only does this mean patience — few gardens look their best until they've been established for several years — but Hart says it also means designing the garden with qualities that shine at different times of the day or year.

It's also important that people designing a garden have an understanding of their needs — whether the garden will need to accommodate children or pets, what they want to use it for and how much maintenance they want to carry out.

Mr Hart, a director of urban design and landscape architecture practice Urban Initiatives, says good garden design also depends on an understanding of the site conditions — soil types, orientation, geology, slope, rainfall, views, existing vegetation and what plants do well in the area.

"There's no point trying to create a really highly ornamental garden on a site that's fully exposed to salt-laden winds," he explains. "Nature's pretty powerful and you're never going to override what are prevailing site factors."

Good garden design also means efficient resource use — including water and timber — and ensuring quality construction, which may mean bringing in a professional landscape contractor.

People often make the mistake of trying to incorporate too many themes or styles in a single garden, resulting in a "grab-bag of ideas", but Mr Hart says it's important that those designing a garden aren't afraid to be original.

This may mean thinking wider — the use of lighting, sound or the glimpse of a view could turn an otherwise ordinary garden into something special.

"Express yourself and what you're about; not trying to keep up with the people next door or what you saw on television," he says.

"Make it a statement about your values or your interests or your inspirations." David Adams, *The Age* April 2005.



Handy painting hints

Do

- 1 Make sure surface is clean and dry.
- 2 Work new brushes back and forth across your fingers to remove loose bristles.
- 3 Follow instructions on the paint can for application.
- 4 Load the brush evenly and sufficiently by dipping it only halfway into the can and tapping it against the top edge of the can to remove any excess.
- 5 Apply paint evenly and fully with smooth, short strokes.
- 6 Paint from the top surface and work down to the bottom. If painting timber, brush in the direction of the grain.

Don't

- 1 Don't stir the paint with a brush. Use a stirring stick.
- 2 Don't let brushes soak in water, solvent or paint for prolonged periods of time.
- 3 Don't use a large brush to paint small pipes or narrow strips as this will cause the brush to split.

Thinking about selling?



Want to know what your property could sell for?

For an obligation-free market opinion on your property speak to your local Ray White agent.



you wish...
selected from raywhite.com



\$8,500,000

...one of Sydney's very finest with views, views, views.

Very seldom does a luxury home such as this become available for sale in this highly sought after area of Cremorne Point. Featuring wide expansive views of Sydney Harbour. Completely rebuilt several years ago to the absolute highest standards. Four bedrooms plus study and media room, 4 luxurious bathrooms and 4 car garage.

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Ray White's national website is host to homes in virtually every location in Australia.

Ray White's national website is one of the world's premier websites for property. Its search engine allows you to key-in the precise details of the property you're looking for – such as general location, or actual suburb, price range and more.

Visit raywhite.com for the very best selection of residential and commercial properties you'll find anywhere on the internet.



Be water wise...

Due to our extended drought it is worth a thought as to how much water we use or at times waste. Below are some figures on water usage for household activities:

Showering	10 litres/minute
Bath	120 litres
Toilet	11 litres
Washing Machine	150 litres/head
Cleaning Teeth	5 litres
Washing hands	5 litres

An interesting statistic is that if every Australian were to simply turn off the tap while they are brushing their teeth, approximately 75 Olympic size swimming pools of water would be saved everyday!

To keep water consumption down and to conserve this precious commodity here are some thoughtful and efficient ways to lower water consumption:

- Don't allow taps to run and waste water when brushing teeth, preparing vegetables etc.
- Showering normally uses less water than a bath.
- Don't use the toilet to flush tissues, wrappers etc.
- Repair any leaking taps as soon as you can.

What's your home worth?



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Median Capital Growth (houses) – July/August/September 2005

State	Change (\$)	Change (%)	City	Change (\$)	Change (%)
National	+5,000	+2.0	—	—	—
NSW	0	0	Sydney	0	0
Vic	+2,000	+1.0	Melbourne	0	0
Qld	0	0	Brisbane	+7,500	+2.0
SA	+5,000	+2.0	Adelaide	+10,000	+4.0
WA	+15,500	+5.0	Perth	+27,000	+9.0
Tas	-6,000	-3.0	Hobart	+10,000	+4.0
ACT	+3,500	+1.0	Canberra	+5,000	+1.0
NT	+20,000	+7.0	Darwin	+25,500	+9.0

Considering Selling?

We have an outstanding database of VIP buyers... if you are interested in selling, please call us.



Adam Rosewarne
0413 277 507



Damien Daly
0412 010 731

With the benefit of years of real estate experience, joint principals, Adam Rosewarne and Damien Daly are the key contributors in the Ray White Real Estate team.

Effective communicators and highly disciplined individuals, they work their own unique, energetic style, applying 100% effort to each and every situation. They have built a valued client base and as a result, most of their business is based on personal referral – a credit to their work and character. Today, Adam and Damien's focus is to continue the outstanding growth of the strongest sales team on the northern beaches.

With the backing of Australia's number one agency super group, they offer the best system training and the best working environment for real estate professionals to thrive and flourish.

"Of course, our success is firmly grounded in our clients successes" says Adam. "Our results, particularly at our regular auction nights speak for themselves" After all, it's all about results.

Damien and Adam are constantly on the look out for the best real estate agents in the area. Their mission is to recruit the best people to drive the business forward, ultimately benefiting the vendors, purchasers and investors alike.

Recent sales



9 Waterloo St, Narrabeen - \$1,390,000



9 York Terrace, Bilgola Plateau - \$800,000



46 Myola Road, Newport - \$1,450,000



33 Mahogany Boulevard, Warriewood - \$925,000



108 Cabarita Road, Avalon - \$806,000



107 Grandview Drive, Newport - \$963,000



7 Bushrangers Hill, Newport - \$2m +



121 Barrenjoey Road, Mona Vale - \$700,000

Ray White Northern Beaches

Newport

Tel: +61 2 9997 4555
Fax: +61 2 9970 5077

Mona Vale

Tel: +61 2 9997 3033
Fax: +61 2 9970 5077

Narrabeen

Tel: +61 2 9913 1111
Fax: +61 2 9970 5077

Commercial

Tel: +61 2 9913 1111
Fax: +61 2 9970 5077

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