

# Ray White Mona Vale & Narrabeen Summer Update



## Are full-service real estate agents worth the money?

Whether buying or selling a home, one of the most important decisions is choosing an agent that you are most comfortable and confident with.

Buying or selling a home will probably be the largest investment that you will make, which means your agent will need to be a valuable advisor for you throughout the process.

Probably the most overlooked aspect of choosing a real estate agent is compatibility. You will spend a lot of time with your agent and your ability to get along, communicate and share on likes and dislikes and what you can really afford will go a long way to you have a good buying or selling experience.

### When is the right time to buy and sell real estate?

People ask if it is a good or a bad time to buy and sell. The real way to answer this is if you didn't sell your property until it was the best time, you would be waiting for an eternity. Buyers may want to wait until prices have cooled off, however, unless they have that crystal ball, how are they going to know when that time is coming. If the numbers make sense, move forward.

On the other hand sellers ask if it is a good time to sell. What they need to consider is that 'a good time' is relative. If the market is down they may sell for a little less but it follows that the next property they buy will also be less expensive. If they wait for prices to go up, the house they want to buy will probably go up in price as well. If you wait, you may not have as many opportunities.

### For sellers

At Ray White Mona Vale & Narrabeen we can...

- give you useful information on how to present your property to sell for the best price without spending a lot of money,
- provide extensive exposure to the maximum number of buyers,
- show your home to prospective buyers,
- provide detailed reports on the results and feedback from each open-for-inspection,
- offer information on current real estate values and help you set a competitive price,

- maintain objectivity in presenting offers and counter offers.

### For buyers

At Ray White Mona Vale & Narrabeen we...

- have extensive information about what is on the market,
- can help you determine how much home you can afford and what financing options are open to you,
- can help you find the property best suited to your needs,
- can suggest simple changes that could make a prospective home more suitable for you and improve its utility and value,
- can supply information on real estate values, rates, utility costs, municipal services and facilities,
- can act as a conduit through which you and the seller present offers and counter-offers until an agreement is reached,
- can familiarise you with the complete buying process by making it easy-to-understand.



Think selling. Think Summer. Think...

**Ray White**

Mona Vale & Narrabeen

## Finance Update – Don't be afraid to seek a lower rate

Homeowners can still negotiate a lower mortgage rate despite the upward movement in interest rates. The Reserve Bank of Australia's decision to raise official rates for the first time in 19 months – from 3.0 per cent to 3.25 per cent – has brought an end to the low interest rate honeymoon for mortgage holders.

But according to Australia's fastest growing home finance broker group, Loan Market,



consumers have the ability to take their interest rate destiny into their own hands and seek a lower rate now on an existing home loan. Executive Director John Kolenda said many mortgage holders are on standard variable home loans with the major banks and more than 50 per cent of those consumers are paying an unnecessarily higher interest rate.

"You still can negotiate a mortgage rate that is anything from 0.70 per cent lower or more for large size loans," he said.

"An option mortgage holders have is to examine some of the variable rates on offer, including the smaller lenders. This could help you make substantial annual savings."

Mr Kolenda said most economic forecasters expect official rates will rise up to two per cent over the next 18 months. He said there were many steps mortgage holders can take to limit the impact of variable rates returning to their traditional medium level of about 7.8 per cent.

"People repaying home loans are better off paying as much as they possibly can, not just minimum repayments," he said.

"That will prepare them for when the minimum repayment rises and also create a buffer."

Mr Kolenda said it was beneficial for home owners to have a "health check" conducted on their mortgage.

"A mortgage is no different to your home, your car or even yourself – routine maintenance and a regular health check are essential to make sure everything is working effectively," he said.

To arrange a review of your current mortgage or for more information on interest rates or the home finance in your best interest talk to your local mortgage broker or call Loan Market on 13 LOAN or direct on +61 2 9249 3739.

### FREE Guide to Home Finance

The Ultimate Guide to Home Finance, brought to you by the team at Loan Market Home Finance Brokers, is a must for anyone buying or investing in property or simply trying to manage a 30 year mortgage and it's available for free for Ray White clients. Download your free e-book or order a hard copy at [www.homefinanceguide.com.au](http://www.homefinanceguide.com.au).

## Roasted stone fruits

### Ingredients:

175g demerara sugar  
1 vanilla pod, split in two  
5 cardamom pods  
zest and juice 1 lime  
6 apricots, halved and stoned  
3 peaches, quartered and stoned  
3 nectarines, quartered and stoned

### Method:

Heat oven to 220C. Tip the sugar, vanilla pod, cardamom, lime zest and juice into a food processor, then blitz until blended, or mash together using a mortar and pestle.

Tip the fruit into a shallow baking dish, then toss in the sludgy sugar. Roast for 20 mins until the fruits have softened, but not collapsed and the sugar and fruit juices have made a sticky sauce. Any leftovers will keep in the fridge for up to two days.

This compote is delicious served warm with ice cream and fresh raspberries, or cold for breakfast with yoghurt. When cherries and/or plums are in season, add them to the roasting pan.



## Mesmerising views and deep w

Occupying a private, northerly position in Sylvania Waters, the design and decor of this vibrant residence was inspired by the location's natural attributes – water, sun and sky.

Decorative, electronic gates lead to a cleverly designed home which has a wonderfully relaxed, coastal atmosphere and resort-style lifestyle.

The full brick construction has as its focal point an African ash and bird's eye maple kitchen. A home theatre with built-in wine storage cabinetry can also double as a billiards/pool room.

## Bathroom makeovers on a budget

Bathrooms are a bit like high-waisted jeans. What looked good a decade ago stands out like a sore thumb when trends move on. No one ever has the heart to tell Nana that her crocheted toilet-roll dolls and mauve mosaic tiled bathroom were out-of-date even in the 1970s.

Renovation trends now dictate that people upgrade their bathroom every 18 years. We used to wait more than 30 years, according to the Housing Industry Association.

Bathroom makeovers are still among the top five priorities for people who want to improve their house, ahead of kitchen renovations.

So, where do you start when it comes to renovating? Do you mean a refurbish kind of renovating or the whole-hog rebuild kind? Or, does your bathroom only need a few simple repairs?

The real art of saving money on a bathroom renovation is not skimping on parts of the renovation that matter. There are plenty of bathroom resurfacing companies that can put a new surface over lairy coloured tiles or chipped and dated bathtubs.

If your bathroom needs an overhaul, there is no choice but to strip it back to the floors and walls and rebuild from new. The

cheapest way to tackle a full bathroom renovation is not necessarily to DIY but rather DIT – Do-It-Together with skilled tradespeople.

The Do-It-Together renovator might do the demolition or have a crack at the tiling but they engage electricians and plumbers and oversee the project which can save money. Unless you're a really skilled renovator, you shouldn't do the whole thing yourself.

If there is one thing a bathroom renovator needs to make sure is right it's waterproofing.

Most bathroom renovation problems are either about no waterproofing or failed waterproofing. It can be expensive to fix, because it means the tiles have to come off.

Waterproofing costs between \$600 and \$1000. Building codes require only the shower area to be waterproofed, but plenty of builders recommend spending more money and waterproofing a large portion of a bathroom.

You generally don't need council approval to renovate a bathroom, but if you are creating wider windows, or new windows, then you may be required to lodge a development application.

Those swanky wall-hung toilets and vanity units look great, but don't use them without first telling your builder. They often require wall reinforcement before installation.

Join the gym...that's what most people do when their bathroom is out of action. Or they learn to love their next-door neighbours. Hopefully your house has a second toilet, otherwise you might have to rent a Portaloo. Bathrooms are complex, but the general sequence of work starts with strip-out; rough-in of plumbing and electrics; render walls; waterproof; fit-out shower, bathtub and toilet; tile; showerscreens; fit-out of electrics and plumbing; install any customised vanity and bench tops; and, finally, paint. Edited from article at [renovationplanning.com.au](http://renovationplanning.com.au).



## What's your home worth?

Weighted average price changes – houses September Quarter 2009

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

Melbourne	+4.7%
Sydney	+4.3%
Canberra	+4.3%
Adelaide	+1.7%
Perth	+4.5%
Brisbane	+4.4%
Hobart	+1.8%
Darwin	+3.4%

Source: Australian Bureau of Statistics

## Waterfront

Sandstone steps lead to the water's edge with its deep water jetty. A tiled iridescent pool is situated at the rear of the home.

This is just one of the thousands of properties available at [raywhite.com](http://raywhite.com). Take a look. With such a huge selection, you're sure to find exactly what you're looking for. Our search options make it easy to pinpoint the property and when you find it, just a click and you're in contact with the right people to show it to you...

**Ray White**

RECENT SALES



18a Elimatta Road, Mona Vale



8 Nailon Place, Mona Vale



10/155 Darley Street, Mona Vale



28 Malcolm Street, Narrabeen



27/122 Ocean Street, Narrabeen



10/6-8 Waterloo Street, Narrabeen



38 Koorangi Avenue, Elanora Heights



96 Blandford Street, Collaroy Plateau



20 Carlisle Street, Wheeler Heights

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Mona Vale & Narrabeen

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