

PROPERTY NEWS

Ideas to help you when you're buying, selling or renting

RICH & OLIVA AGENTS MAKE IT HAPPEN

Buying season opens in Croydon Park area!



The "SOLD" signs are going up throughout the Croydon Park area with Rich & Oliva agents selling up a storm in recent weeks.

Property prices have ranged from \$1.2 million to \$307,000, with several homes sold at auction and one unit sold in less than a week.

Some of those recent sales include:

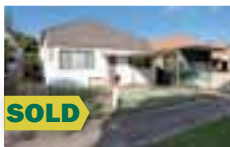
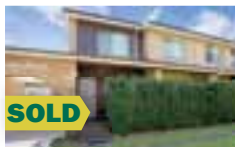
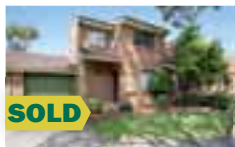
HOUSES

90 Trevenar Street, Ashbury: a tri-level, six bedroom home with pool on approximately 594 square metres, sold at auction for \$1,223,000.

18 Beaumaris Street, Enfield: a three-bedroom timber home on an irregular block of approximately 1,000 square metres, sold at auction for \$950,000.

12 Carshalton Street, Croydon: a three-bedroom home with side drive and garage on approximately 431 square metres, sold at auction for \$958,000.

27 The Parade, Enfield: this unrenovated three-bedroom home on approximately 487 square metres sold at auction for \$820,500.



Story Continued Page 3 >>

In this issue of Property News:

- Turning an offer into a sale
- Buying season opens up in Croydon Park area!
- What can you claim on your rental property?



Winner for the most outstanding real estate agency in the prestigious 2009 Inner West Local Business Awards.

Turning an offer into a sale

Attracting an offer for your home is one thing. Turning that offer into a sale is another.

One of the best ways to convert an offer into a sale at the price that is right for you is to have the help of a qualified and experienced real estate agent.

There is, of course, no obligation to use an agent when selling a home, and some people decide to go it alone in order to save on commission. However, as many people have found, this can be false economy. As well as taking a great deal of stress out of the selling process, the assistance and advice of an agent can help to secure a much better price for your property.

With specialised knowledge of the market and the real estate industry, an agent can do many things for you that you would find difficult and time-consuming if trying to do them yourself.

Among the things an agent can do before the sale to make life easier for someone selling a property are:

- Evaluate the local market and advise you on home values.

- Suggest an appropriate listing price for your property.
- Advise you on how best to present your home for sale.
- Help with information about various documentation you will require.
- Create advertising material to market your home as widely and effectively as possible.

Among the things an agent can do to help you once you have received any offers are:

- Help you evaluate the strength of each offer, and decide whether to accept or reject any offer outright or whether to make a counter-offer.
- Assist with decisions over any requests from a purchaser for a reduction in price due to such issues as repairs that need to be carried out.
- Negotiate with the buyer's agent where necessary until the purchase contract is completed.



These are just a few of the areas where an agent can help you before you put your house on the market and after you sell it.

If it already sounds like a lot of work, make the most of the expert help available and take the headache out of selling by enlisting a qualified agent to do the work for you.

Letter from the Editor

Dear Readers,

We are very proud to bring you this edition of *Property News*.

With so much happening in the industry, we had no trouble filling this edition with interesting and informative articles to help you with your real estate needs.

As we only have a limited amount of room to cover the basics of each topic we

would be only too happy to meet with you and discuss your individual needs.

Getting involved in the real estate market can be overwhelming but with the right guidance and information, we can make the process more enjoyable.

If you have any queries, please drop in and see us at our centrally located office.

Kind Regards,



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REAL ESTATE

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Buyers swing into top gear

Property owners delighted as purchasers queue up to buy

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5 Faunce Street, Burwood Heights: a two-bedroom home on approximately 341 square metres, sold at auction for \$755,000.

112 Holden Street, Ashfield: a two-bedroom home on approximately 354 square metres, with no parking, sold for \$709,000.

34 Blenheim Street, Croydon Park: a derelict timber home, selling at land value on approximately 450 square metres, sold at auction for \$660,000. It traded in the same condition for \$600,000 in November 2009.

48 First Street, Ashbury: this unrenovated, three-bedroom home with no parking, on approximately 450 square metres, sold prior to auction.

26 Saxon Street, Belfield: a three-bedroom home with side drive and garage on approximately 528 square metres, sold at auction for \$760,000.

DUPLEX/TOWNHOUSES

80 Charlotte Street, Ashfield: this original four-bedroom Victorian duplex on approximately 431 square metres sold for \$910,000.

4/243 Georges River Road, Croydon Park: a three-bedroom townhouse with lock up garage, selling price not disclosed.

6/66 Hampton Street, Croydon Park: a two-bedroom townhouse with lock up garage, sold for \$510,000.

4/10 Reilly Street, Liverpool: this two-bedroom townhouse with lock up garage sold for \$307,000.

5/174 Canterbury Road, Canterbury: this near new warehouse, converted into a two-bedroom townhouse, sold for \$641,500.

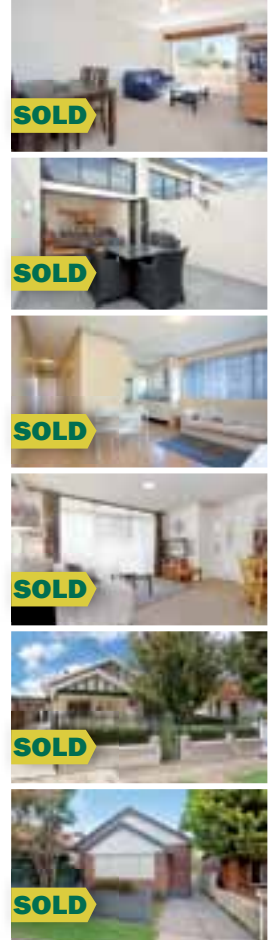
UNITS

7/26 Clyde Street, Croydon Park: in less than a week, this top floor two-bedroom unit with lock up garage sold for \$425,000.

21/122 Georges River Road, Croydon Park: this two-bedroom unit with internal laundry, balcony and carport sold for \$410,000.

12/39 Clyde Street, Croydon Park: A two-bedroom unit with external laundry and carport, sold for \$353,000.

For a quick and successful sale, contact Rich & Oliva Real Estate on 9716 6222.



LOCAL SERVICES *We are proud to work with these local businesses*

Conveyances/ Solicitors	James & Assoc	206 Georges River Rd, Croydon Park	9797 9555
	Russo & Co	94 Burwood Rd Burwood	9745 3611
	Genford Conveyancing	1/18a Hercules Street Ashfield	9716 6755
	Nain Ci & Assoc	Suite 17/15 Ninth Ave Campsie	9787 3866
	Northington Lawyers	123 Queen Street Ashfield	02 9816 2212
Finance	Adam Di Maggio	RAMS Home Lending Manager	0457 837 304
	Mario Rehayem	Westpac Premium Banking	8253 4967 / 0427 003 725
	Daniel Paci	Vault Mortgage	9810 5496 / 0401 167 149
Building & Pest Inspectors	IPS Solutions		0422 624 703
	Inspect It		1300 557 047
	Multi construction		0418 633 676
Landscapers	Decker Landscaper	Alex	0413 800 538
	Stay Fresh Landscaping	Huss	0433 426 164
	AM Solution	Aaron	0414 470 738
Painter	E & S Painting	Elly - Croydon Park	0404 454 055
Beauty	Clare Skin Care		0400 766 041
	A&G's Beauty on the Avenue	88 Wallis Ave, Strathfield 2135 www.beautyontheavenue.com.au	9642 1943
Electrician	Quick Spark	John - Croydon Park	0418 110 152
Plumber	E C Greening & Sons	Paul - Croydon Park	0408 090 311
Handy Man	Mets Dincer	Croydon Park	0422 356 082
Computer Services	Ben Donohue	donohueb@icafe.com.au	0417 018 600
Kitchen Custom Panels & Hardware	More than Kitchens	www.morethankitchens.com.au	9557 7122
Learning Centre	Croydon Park Cottage	29 Broad Street, Croydon Park NSW	9744 1697
Air Conditioning	Sun Air		0431 740 392

What can you claim on your rental property?

Make sure you know what deductions you're entitled to claim as an investor



With tax time here, landlords need to be clear about what deductions they can claim in relation to investment properties.

No doubt you've had some expenses in relation to your property during the past financial year but they won't necessarily all be tax deductible.

Before putting in your tax return, it's essential that you understand what you can claim on your investment property and what you can't.

While you should, of course, do your tax return in consultation with your accountant, here are a few tips to help with your preparation.

→ KEEP RECORDS

Make sure you have records for every claim you make and that you keep those records for five years. Among the records you should retain are details of rental income and expenses, insurance details, depreciation reports, records of ownership and the costs of acquiring the property. Even if you dispose of the property, you should also keep records for five years.

→ REPAIRS AND MAINTENANCE

You can claim deductions for the costs of repairing and maintaining your rental property in the year you pay them as long as they relate directly to wear and tear or other damage that occurred due to renting out the property. You can't claim the total costs of repairs and maintenance in the year you paid them if they did not relate directly to wear and tear or other damage that occurred due to renting out your property. These are capital expenses you may be able to claim over a number of years as capital works deductions or deductions for decline in value.

→ TRAVEL

Generally, the cost of travel you incur to inspect or maintain rental properties or to collect rent is an allowable deduction. However, you can't claim travel if you go to the property for private purposes such as a holiday, or to carry out work when the property is not genuinely available for rent or to make repairs for damage that occurred before you made the property available for rent.

→ BORROWING COSTS

You can claim as an immediate deduction the interest on a loan to buy a rental property or to buy land on which to build a rental property. There are other expenses that are deductible over a number of years including borrowing costs such as stamp duty charged on the mortgage, loan establishment fees and title search fees.

For a full run-down on the claims you can make in relation to your investment property, visit the Australian Taxation Office's website at www.ato.gov.au or call 132 861.

JUST LEASED!

RICH & OLIVA
REAL ESTATE



BELFIELD
3BR Home \$650 pw



CANTERBURY
3BR Semi \$630 pw



CLEMTON PARK
3BR Home \$600 pw



ASHFIELD
4BR Home \$930 pw

Call the highly successful team to help you on 9716 6222