

# PROPERTY NEWS

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

# INNER WEST property sale surge!



## Rich & Oliva achieve outstanding results for their delighted clients

When interviewing agents to market your property, you should ask for evidence of their results, research the internet, look at local newspapers and attend Open Homes and observe what happens over the coming weeks.

Selling your home is usually the biggest decision you will make, so you should spend time choosing the right agent

otherwise it could be very costly choosing the wrong one.

In this special report, Rich & Oliva salesman Marco Errichiello reveals the story behind several successful sales and sheds some light on the current condition of the property market.

[Story Continued Page 3 >>](#)

### In this issue of Property News:

- Inner West properties swept off the market
- Meet our newest sales expert
- New Burwood Office



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

# Letter from the Editor

## Welcome to the first edition of Property News for 2013.

The next 12 months promises to be eventful for the property market, especially when interest rates are at an all time record low.

With high employment and low interest rates, 2013 looks exciting for those interested in the property market.

Please remember if you are looking for assistance, whether it be an appraisal of your property or just a chat about your options, don't forget that our team are waiting to help.

We also have a highly trained team of Property Managers who are waiting to help you gain the best return on your investment property.

**In the meantime, please enjoy our newsletter and all the best for 2013!**



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

|   |                            |   |                          |
|---|----------------------------|---|--------------------------|
| <b>Conveyances/ Solicitors</b>              | 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             |
| <b>Finance</b>                              | Adam Di Maggio             | RAMS Home Lending Manager   | 0457 837 304             |
|   | Daniel Vizza               | Bankwest  | 9276 8426 / 0457 562 830 |
|   | Daniel Paci                | Vault Mortgage  | 9810 5496 / 0401 167 149 |
| <b>Building &amp; Pest Inspectors</b>       | IPS Solutions              |   | 0422 624 703             |
|   | Inspect It                 |   | 1300 557 047             |
|   | Multi construction         |   | 0418 633 676             |
| <b>Landscapers</b>                          | Decker Landscaper          | Alex  | 0413 800 538             |
|   | Stay Fresh Landscaping     | Huss  | 0433 426 164             |
|   | AM Solution                | Aaron   | 0414 470 738             |
| <b>Painter</b>                              | E & S Painting             | Elly - Croydon Park   | 0404 454 055             |
| <b>Beauty</b>                               | Clare Skin Care            |   | 0400 766 041             |
|   | A&G's Beauty on the Avenue | 88 Wallis Ave, Strathfield 2135<br><a href="http://www.beautyontheavenue.com.au">www.beautyontheavenue.com.au</a> | 9642 1943                |
| <b>Electrician</b>                          | Quick Spark                | John - Croydon Park   | 0418 110 152             |
| <b>Plumber</b>                              | E C Greening & Sons        | Paul - Croydon Park   | 0408 090 311             |
| <b>Handy Man</b>                            | Mets Dincer                | Croydon Park  | 0422 356 082             |
| <b>Computer Services</b>                    | Ben Donohue                | <a href="mailto:donohueb@icafe.com.au">donohueb@icafe.com.au</a>  | 0417 018 600             |
| <b>Kitchen Custom Panels &amp; Hardware</b> | More than Kitchens         | <a href="http://www.morethankitchens.com.au">www.morethankitchens.com.au</a>                                      | 9557 7122                |
| <b>Learning Centre</b>                      | Croydon Park Cottage       | 29 Broad Street, Croydon Park NSW   | 9744 1697                |
| <b>Air Conditioning</b>                     | Sun Air                    |   | 0431 740 392             |

# Inner West properties are being swept off the market

Choosing the right agent to sell your home is vital if you want a successful result.

From Page 1 >>

## **What sales has the Rich & Oliva team experienced over the last few months leading up to Christmas?**

"We recently sold 14 Holborow Street Croydon Park: a three bedroom semi on a 328 sqm approx - Sold at auction \$25,000 above reserve. - \$860,000" Marco said. "At the same time we also had 43 Turton Avenue Clemton Park: Renovated Three bedroom home on 503 sqm approx - Sold at auction \$788,000 - which turned out to be a record price for the street."

"We also recently sold 40 Hay Street Croydon Park: a renovated three bedroom home on 500 sqm approx, It Sold after auction for \$1,075,000 - this was a wonderful result for our sellers," Marco said.

There was also a large amount of buyer interest in the property at 2 Burnham Street Belfield: Federation three bedroom home backing onto the train line on 530 sqm approx - Sold at auction for a fabulous price of \$860,000.

"There are plenty of buyers still out there looking for properties, and this was one of the main reasons why we were able to sell 37 Pemberton Street Strathfield, just 2 days after the auction," he said.

**Rich & Oliva team have seen an increase in buyer activity which has resulted in an increase in the number of properties they sell each month.**

"On average we conduct the majority of our Open Homes each Saturday and on Sundays if needed," Marco said.

Because of the demand for their services, Rich & Oliva have one of the most successful sales teams in the area.

**If you are looking at selling over the coming months don't waste another minute as we have a database of buyers waiting to buy in the local area.**

Also if you are unsure of what steps you should take to sell, let us sit down and help you navigate the various hurdles involved in selling property.

2 Burnham Street, Belfield

**SOLD**



37 Pemberton Street, Strathfield

**SOLD**



# Area Specialist joins our team

**Burwood property owners can now have their home sold by Maggie Chen**

LREA, Bus Agent, B. Bus, CPA

**Speaking fluent English, Cantonese and Mandarin and a long time local resident in Burwood, Maggie Chen is a successful licensed real estate agent in Burwood and the Inner West areas.**

Well-known in the Chinese community with a large database of local and overseas contacts, Maggie had won many national awards when she was the franchisee of former real estate groups.

Originally trained as a CPA, Maggie brings an impeccable eye for detail and sophisticated financial knowledge to her sales role.

Her long list of satisfied clients speak of her honesty, integrity, patience, professionalism, high-level negotiation skills and in depth knowledge of the local property market as some of her key attributes.

Her specialist skills in selling “off the plan” set her well apart from the rest.

The majority of Maggie’s business is repeat/referrals, a reward for her always striving to achieve the optimum results for her clients and to ensure that the relationship is strong and ongoing.

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**Maggie, what is the state of the local property market?**

“At Rich & Oliva we have multiple buyers on our database ready to buy,” said Maggie.

“Predominately these buyers are attracted to quality homes in our area”.

“Rather than extending or renovating their existing home a number of purchasers would prefer to avoid the stress of re-building and simply sell their modest home and then take the next step of buying a superior residence.”

**If you would like an up to date market valuation on your property please call Maggie Chen or the team at Rich & Oliva on 02 9715 2366**

## Burwood Office Equals Greater Friendly Service



**From the day we first opened our doors in 1989 at 147 Georges River Road, Croydon Park, we knew that we needed to keep up with the needs of the community and so we are delighted to announce that Rich & Oliva, after several moves has extended our services to a new office in the heart of the Inner West at 185D Burwood Road, Burwood.**

At a time when the property market is presenting fantastic opportunities for both buyer and investor alike, we are glad that we can extend our professional services to the greater Burwood community. Our aim is to be more in touch with a wider community and to combine enquiries for properties from both local areas.

## JUST LEASED!

**RICH & OLIVA**  
REAL ESTATE



**BELFIELD**  
2BR Home \$490 pw



**ASHBURY**  
3BR Home \$620 pw



**CROYDON PARK**  
2BR Unit \$400 pw



**CROYDON**  
2BR Semi \$510 pw

**Call the highly successful team to help you on 9716 6222**