

# PROPERTY NEWS

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

## Best prices ever!

### Unit sales set new records for Homebush and Croydon Park

**The sales just keep on happening for Rich & Oliva.**

Not only that – they happen quickly, and result in great prices, sometimes setting new records with their outstanding results.

Licensed Real Estate Agent Marco Errichiello is delighted with the outcomes of recent sales efforts by the staff, with unit sales and properties priced in the medium range enjoying particularly strong success.

Among the record prices was a three bedroom unit with double garage at 11/11-13 Crane Street, Homebush. This unit sold for \$510,000 which was a record price for the building.

Also establishing a record for a building was 6/9 Albert Road, Croydon Park. A two bedroom unit with car space, this sold for \$365,000.

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**In this issue of Property News:**

- Accentuating the positives when selling
- Top prices for units
- Responsibilities of the landlord and tenant



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

## Letter from the Editor

Dear Readers,

So much has happened since our last edition of Property News and in this issue we will give you an update on everything you need to know.

Whether you are selling or buying or are the owner of investment property, you need to keep up to date with the latest industry news.

In this edition, we will cover important issues that give helpful and current information on everything you should know.

This industry is extremely fast paced and it can be confusing to keep up with things, so if you have any questions please feel free to contact us.

We will be only too happy to help.

Kind Regards,



**Riccardo Errichiello**    **Marco Errichiello**  
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# Keep it positive!

## Before putting your home on the market make sure you eliminate the negatives

**First impressions count, so the first few minutes are vital when someone is inspecting your home with a view to buying it.**

That means you need to follow the advice of the old song, “**Accentuate the Positive, Eliminate the Negative**”, to ensure that prospective buyers like what they see as soon as they arrive at your door.

Assuming you’ve done everything you can to accentuate the positive, with your home clean, tidy and in a good state of repair, what are some of the negatives that might still have the potential to turn people against the idea of buying your home? And what can you do to eliminate them?



### De-clutter

Prospective buyers need to be able to visualise themselves living in the house. Without depersonalising it totally, leave it as clear as possible so they can picture their own furniture and possessions around them. This doesn’t mean taking everything off every bench top, but clear the decks of unnecessary paraphernalia, put three quarters of your personal stuff away and you’ll be surprised at the difference it makes.



### Deodorise

If you smoke or have pets, newcomers to your home will probably notice odours that you have become accustomed to. Or perhaps you have a piece of furniture or old books whose musty smell doesn’t bother you but may bring a wrinkle to the noses of prospective buyers. Track down such odours and remove them by cleaning or putting the items into storage. Put fresh flowers around, open your windows if the weather permits and invest in a few aromatic diffusers for various rooms.



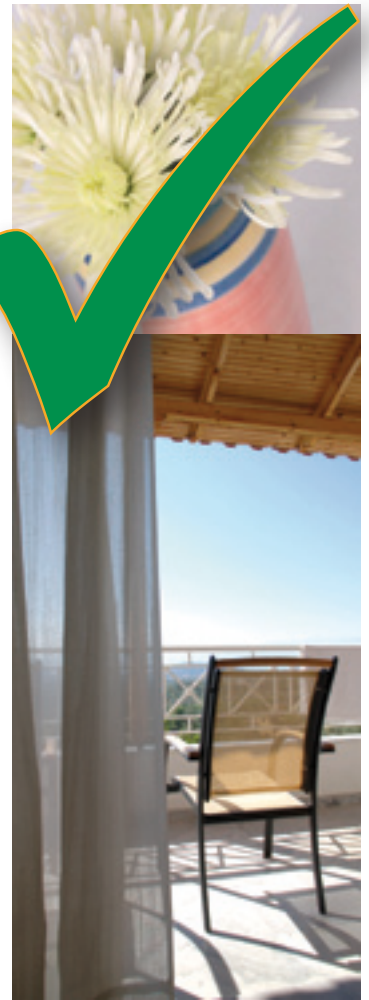
### Lighten up

Most people prefer light homes. Besides, if your home’s interior is extremely dark, they may wonder what you’re trying to cover up. Before your home goes on the market, consider repainting any dark walls in a light, neutral shade. Make sure all the lights work and trim any trees outside windows. Before an inspection, open blinds and curtains to let in as much natural light as possible - and make sure your windows are clean!



### Keep your distance

Many people feel intrusive when inspecting a home whose owner is on the premises. If you’re at home, keep a low profile and let your agent show the people around.



**This will make the process a lot more comfortable for everyone.**



# Top prices for units

## Agency continues to achieve quick sales at record prices

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Another Croydon Park property that sold at a price that was well above expectations was a three bedroom townhouse at 5/184 Croydon Avenue, Croydon Park. Complete with double garage, the townhouse sold at auction for \$715,000.

Other recent great results for Rich & Oliva include:

**8 Lang Street, Croydon:** A dated, three bedroom bungalow with no driveway, on approximately 538 square metres, sold at auction for \$961,000.

**67 Leopold Street, Croydon Park:** Unrenovated, three bedroom, original art deco home on approximately 570 square metres, first time ever on the market, sold at auction for \$950,000.

**100 Brighton Street, Croydon Park:** Four bedroom brick veneer home on approximately 248 square metres, sold for \$810,000.

**76 Waratah Street, Croydon Park:** Unrenovated four bedroom home with no driveway, on approximately 550 square metres, sold at auction for \$804,000.

**7/190 Croydon Avenue, Croydon Park:** A two bedroom townhouse with lock up garage. Previously traded in February 2009 for \$480,000, it sold prior to auction for \$660,000.

**96a Coronation Parade, Enfield:** A two bedroom semi on 329 square metres, sold at auction for \$600,000.

**7 Warrigal Street, Canterbury:** Unfinished/unliveable two bedroom semi on approximately 290 square metres, sold for \$520,000.

**26/10-20 Fifth Avenue, Campsie:** A two bedroom, top floor unit with lock up garage, sold for \$457,000.

**For help with all real estate matters contact the top team at Rich & Oliva Real Estate on 02 9716 6222.**



## LOCAL SERVICES

### Conveyances/ Solicitors

James & Assoc  
Russo & Co  
Genford Conveyancing  
Nain Ci & Assoc

206 Georges River Rd, Croydon Park  
94 Burwood Rd Burwood  
1/18a Hercules Street Ashfield  
Suite 17/15 Ninth Ave Campsie

9797 9555  
9745 3611  
9716 6755  
9787 3866

### Finance

Adam Di Maggio  
Mario Rehayem  
Daniel Paci

Westpac Home Finance Manager  
Westpac Premium Banking  
Vault Mortgage

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8253 4967/0427 003 725  
9810 5496/0401 167 149

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Huss  
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Elly- Croydon Park

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1300 557 047  
0418 633 676

0413 800 538  
0433 426 164  
0414 470 738

0404 454 055

0400 766 041  
9642 1943

### Landscapers

### Painter

Clare Skin Care  
A&G's Beauty  
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www.beautyontheavenue.com.au

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### Beauty

Quick Spark

John - Croydon Park

0408 090 311

### Electrician

E C Greening & Sons

Paul - Croydon Park

0422 356 082

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Mets Dincer

Croydon Park

0417 018 600

### Handy Man

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donohueb@icafe.com.au

9557 7122

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# Is your rental property fit to live in?



## Landlords and tenants both have responsibilities to keep their rental properties in good order

**Maintaining a rental property is usually a two-way street involving the input and co-operation of the landlord and the tenant.**

Both have responsibilities to ensure that the property is fit to live in and that any urgent repairs are carried out as soon as reasonably possible.

Tenants who arrange to have urgent repairs carried out may be entitled to reimbursement up

to \$1000 provided the work is done by a properly qualified person and provided the damage did not result from a breach of the residential tenancy agreement.

The tenant would also first need to have made a reasonable attempt to notify the landlord of the problem before having the repair work done, and should provide a receipt for the cost.

### Details of those responsibilities can be obtained from NSW Fair Trading but, in a nutshell, they are:

#### LANDLORD'S RESPONSIBILITIES

Before letting a property, the landlord must ensure that it is reasonably clean and fit to live in.

The property should then be maintained by the landlord so that it remains in a reasonable state of repair in regard to its age, its prospective life and the amount of rent being paid.

If the tenant notifies the landlord of a fault or damage requiring urgent repair, the landlord must have the work done as soon as possible.

#### TENANT'S RESPONSIBILITIES

The tenant must keep the premises in a reasonable state of cleanliness. Any lawns or gardens should also be kept neat and tidy.

The tenant must not damage the property either by intention or negligence. If any damage is caused, the tenant should notify the landlord as soon as possible, preferably in writing.

Unless permission is obtained from the landlord, the tenant cannot attach any fixtures or make any alterations to the premises.

**Being aware of these obligations and observing them has advantages for both parties. The property is kept in good order, which maintains and hopefully increases its value for the landlord, while giving the tenant a safe and comfort place to live in.**

## JUST LEASED!

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**Balmoral Avenue,  
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**Burwood Road,  
Enfield \$650/week**



**Tangarra Street,  
Croydon Park \$450/week**

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