

Property News HENDERSON'S

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

Mermaid Waters Demand High

Sale After Sale - More Properties Needed

SOLD

89 Alec Ave - \$735,000

SOLD

76 Sailaway St - \$1,280,000

John Henderson Professionals' outstanding recent sales results are proof positive that Mermaid Waters is one of the hottest areas on the Gold Coast.

Buyers seeking quality family homes in this convenient location close to major shopping, schools and the university have created a huge demand and the success of the John Henderson Professionals team means that they need more homes to sell.

DETAILS P.3

IN THIS ISSUE OF PROPERTY NEWS:

- Prepare Your Garden Now For Spring Selling
- Sale After Sale Confirms Suburb's Popularity
- Is Your Agent Up To Scratch?



Letter from the Principal

Dear Reader,

The Reserve Bank has again kept interest rates on hold at the all time record low of 2%, further encouraging buyers.

There is a positive feel in the market that is being reflected in the speed of sales and the prices being achieved.

On top of that, stocks are still relatively low, making it a perfect time to sell when there is less competition and more than enough buyers.

In fact, buyers easily outnumber sellers and for vendors that's a very good thing.

The further we get into Spring and Summer, the more properties that will come onto the market so the message is to act quickly.

Andrew Henderson
Principal



2406 Gold Coast Highway,
Mermaid Beach QLD 4218

Ph: 07 5572 8011
Fax: 07 5572 0176

e-mail: sales@prohenderson.com.au

web: prohenderson.com.au

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To help your
home look
its best when
selling try
these simple...

SPRING GARDEN TIPS

Selling a home on a cold winter's day may not be much fun, but with the change in season, spring presents a fantastic opportunity to sell.

It's the one time of the year where the garden presents a showcase of colour, highlighting your property's best attributes. There is nothing like a vase of fresh flowers to make your home stand out from the harshness of the winter months.

How do you capitalise on this change in climate as we enter the spring months? How far should you go in making your home look that little bit extra special?

It is not unheard of for homeowners to add considerable value to the selling price of their property thanks to some well planned landscaping, but a complete revamp of the garden doesn't necessarily need to be taken to ensure a good sale price. In this article we share with you some simple ideas on the most basic understanding of gardening that you will find easy to implement.

Similarly to selling a motorcar, you don't need to undertake a complete respray of your car's paintwork. Many people selling cars have simply added some elbow grease in order to give their car a good detail and polish to make sure that their car has the best chance of selling.

What steps should you take in the garden?

As soon as you decide to sell, take a walk in the garden and take a big hard look at what really needs fixing immediately. Selling your home does not mean a complete garden makeover, far from it, all you need to do is take away the unsightly elements and make what you have look its best.

REMOVE UNSIGHTLY WEEDS if there is one element to a garden that we hate the most, it would have to be the thought of pulling out weeds. It may take a little extra effort on your part, but time spent weeding will lift your garden dramatically.

REMOVE RUBBISH from your backyard. Buyers want to purchase a home that is maintenance free from the start, the added burden of clearing out junk piled up in the back yard will have most buyers looking elsewhere.

GIVE YOUR LAWN A LIFT – it is amazing how a little fertiliser can revitalise an otherwise tired lawn.

ADD SOME COLOUR TO YOUR GARDEN – head out to your local garden centre and buy a few established plants brimming with colour. This extra investment can add a little zing to the front yard - after all, first impressions count. A buyer sees the front garden first.

CLEAN DIRTY PATHS AND GIVE YOUR FENCE A PAINT JOB – the moment a buyer steps out of their car to inspect your home, the two things that are likely to create are a dirty path or fence. Adding some elbow grease and a vigorous wash will make a pathway clean and inviting. Same as adding a fresh coat of paint to a dilapidated fence. The whole exercise is not to give your garden a complete makeover – simply give it a spring lift.

Buyers Outnumber Sellers

CONTINUED FROM P.1

Five of the most recent sales by the John Henderson Professionals team have been in Mermaid Waters, four of them in just two streets and one an auction attended by a huge crowd.

All have been quality family homes, the segment that agency Principal, Andrew Henderson, says is in most demand in this booming suburb.

Topping the prices were two waterfront homes sold in desirable Sailaway Street - 73 sold for \$1,365,000 while 76 was not far behind at \$1,280,000.

In Lancelin Drive, Tania Pears and Simon Francis combined to sell number 29 for \$715,250, while Andre Sharples achieved a very satisfying \$635,000 for number 7.

The two properties in this sought after Mermaid Waters pocket were both large family homes with a pool and they settled within 2 weeks of each other

Andre Sharples was also the agent responsible for the highly successful auction of 89 Alec Avenue. A family home with three living areas, it sold for \$735,000.

High numbers of inspections of these properties have meant more qualified buyers added to the agency's database.

Now the task is to find enough additional properties in the suburb to satisfy the demands of these and other buyers already on the books.



40 Years and still the No.1 agent in Mermaid Beach



Andrew Henderson
Principal 0438 691 972



Luke Henderson
Director 0409 599 507



Perry Brosnan
0414 758 204



Jeff Burchell
0418 141 624



Evelynne Castaldi
0410 088 866



Nick Deane
0414 921 112



Mike Deane
0414 721 115



Andre Sharples
0413 691 700



Michael Boulanger
0433 724 335



Tania Pears
0411 135 931



Simon Francis
0413 198 357



Cindy Katene
0418 118 506

2406 Gold Coast Highway,
Mermaid Beach QLD 4218

e-mail: sales@prohenderson.com.au

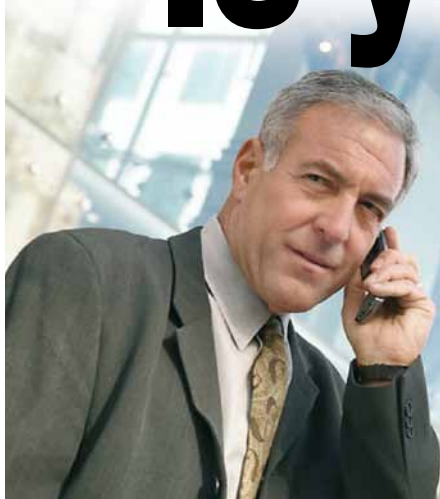
web: prohenderson.com.au



07 5572 8011

Is your agent up to scratch?

Why is selecting a good agent so important when selling your property?



So, you have decided to make the move but what do you do next?

You want to sell your home for a good price in the fastest amount of time.

But how do you make this happen?

You may believe that the first potential buyer that walks through your door will immediately fall in love with your home and ask where to sign.

However, this is rarely the case.

What you need to do next is find a real estate agent who can utilise their marketing expertise and industry knowledge to get you the fantastic results you deserve.

How do you select an agent who will make selling your home as simple as possible?

A real estate agent's role is to help you achieve your aims in the most efficient manner possible.

Your real estate agent should provide you with advice on what the market may pay for your home and how to effectively

reach any potential purchasers.

Why is it important for your real estate agent to have an excellent database of contacts?



With the average homeowner purchasing once every seven years, a satisfied customer will return to the agent that helped them successfully buy a property the last time.

A long-term relationship in real estate between both buyer and agent means a great deal when you are looking to sell.

If your agent has a potential buyer in mind, then a sale can happen very quickly.

Before you decide on who to list your home with, you need to ask yourself one question — does this agent have the contacts and client database to make a sale possible in the shortest period of time?

What other attributes should your agent have?

Honesty, integrity and a dedicated attitude are essential qualities you want in your real estate agent.

They should be open about the process and be willing to keep you fully informed throughout the process.

Choosing your real estate agent is integral in making sure the selling process is a happy one as making the wrong decision could end in heartache.

It is important to do your homework and appoint an agent who has a good track history, an extensive database of clients, a genuine approach to selling your home and is dedicated to getting the best results for you.

Take the hassle out of renting your investment property



For Rent – 7 Lancelin Drive, Mermaid Waters - \$650 per week
4 bed, 2 bath, 2 car
www.prohenderson.com.au to book your inspection online.

If you would like help renting your investment property, call us on 07 5572 8011.

Discover how easy it can be with expert advice.

