

OUTSIDE FOCUS - THE 7 THINGS BUYERS SEE FIRST*

Many people concentrate on interiors when putting their house up for sale. For good reason - the inside is where purchasers will be living and sleeping. But overlooking the exterior of the house can undo some of the good work home sellers have done inside when they de-clutter, paint and generally pay attention to maintenance.

Purchasers start making judgements from the minute they step out of the car - and a bad first impression can stay with them when they go inside. Untidy or damaged gutters, cobwebs or overgrown gardens brimming with weeds, might just make purchasers decide you don't care about your home - and make them wonder how good your attention to detail is in the areas they can't see like plumbing and wiring. Cleanliness is important - even people who don't mind their own dirt and clutter usually notice other people's. Here are seven things that are easy to do and will make a difference to the exterior of your house.

- ✓ Sweep paths and decks.
- ✓ Clean gutters, window frames and eaves.
- ✓ Don't forget to wash outdoor or deck furniture if you have it - in winter it is easy to overlook if you're not using it like you do in summer. If it is grungy and decrepit, borrow or buy something that suits your home. It's not expensive in the scheme of things.
- ✓ Clear away odds and ends - even those that are lurking in the less visited parts of the garden. Remember purchasers will see EVERYTHING. Old plant pots and broken toys or tools, even the half-finished projects or building materials that look like works in progress to you - all these spoil the look of your house.
- ✓ Organise for high pressure hoses to clean mould or moss from brick work or stone.
- ✓ Invest in a bit of mulching - it makes garden beds look tidy and the property look nurtured and loved.
- ✓ Put in some colour where you know people will notice it. You can use pots if that is easier. Just make sure they are kept watered as drooping plants are worse than no plants at all.

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PROTECTING YOUR INVESTMENT

Floods, cyclones, earthquakes and tsunamis- these seem to be more common occurrences than we would like.

Although it is extremely hard to protect your property against any of these events there are some simple ways to protect against heavy rain and dangerous winds.

- Check out your roof.
- Check for loose tiles or screws and make sure there are no gaps which would allow rainwater to enter and cause potentially thousands of dollars of damage
- Check your gutters and make sure they are not blocked and that water is able to flow freely. This will prevent overflowing pipes which can also damage your walls.
- Check that all of your walls are sealed and there are no holes, and that all the doors can close properly and all hinges are secure.
- Prune dead trees or overhanging branches preventing damage to your property, your neighbour's property or your tenant, should a tree collapse in a storm.
- Finally, check your insurance policy and make sure it's up to date and all events are covered.

* source - localpropertynews.net

Welcome to the latest edition of Pestana Realty Market Roundup.

Below is a list of recent sales in both Rochedale South & Springwood for the past three months.

On the back of this Market Roundup you will find two articles pertinent to today's market. We suggest you take the time to read them and feel free to contact us if you should have any questions.

If you would like an updated market report on your property, with our compliments, call us now. We will also give you a FREE DVD – "How To Quickly & Easily Sell Your Home At Top Dollar", loaded with invaluable information for you.

Regards

Ron Pestana and The Pestana Realty Team.

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SPRINGWOOD#

ROCHEDALE SOUTH#

Address	May-July 2011	Sold	Address	May-July 2011	Sold
14 Westgate Avenue		\$345,000	8 Clonara Street		\$431,000
93 Barbaralla Drive (Townhouse)		\$270,000	20 Sunningdale Avenue		\$630,000
3 Ikara Drive		\$420,000	1 Stannard Street		\$387,000
167 John Paul Drive (Townhouse)		\$233,000	14 Esma Street		\$350,000
16 Achilles Drive		\$340,000	8 Valeena Street		\$395,000
3 Orlando Crescent		\$490,000	64 Carrick Street		\$450,000
111 Barbaralla Drive (Townhouse)		\$250,000	34 Narelle Crescent		\$446,000
51 Deloraine Drive		\$363,000	2 Karoonda Crescent		\$425,000
111 Barbaralla Drive (Townhouse)		\$270,000	72 Greenview Avenue		\$575,000
18 La Senda Court		\$550,000	23 Merlin Court		\$473,000
99 Barbaralla Drive (Townhouse)		\$250,000	32 Wooraka Street (Townhouse)		\$278,000

Total Sales for May, June & July 2011#

	Springwood		Rochedale South	
	Houses	Units	Houses	Units
Highest	\$550,000	\$270,000	\$630,000	\$278,000
Lowest	\$340,000	\$233,000	\$350,000	\$278,000
Average	\$418,000	\$254,600	\$456,200	\$278,000
Median	\$391,500	\$250,500	\$438,500	\$278,000
Total Sales	6	5	10	1

Source – rpdata.com

Note: The information contained within this market roundup is given in good faith, obtained from sources believed to be accurate. The views expressed are not necessarily the views of Pestana Realty or its agents. Information on individual properties is deemed from reliable sources, however we cannot guarantee its accuracy and interested persons should reply with their own enquiries. Content of this publication is copyright. No part of it can be reproduced without the written permission of Pestana Realty