

## 10 THINGS TO DO IN A WEEK TO ATTRACT A BETTER PRICE

Most home sellers like to improve the presentation of their homes for sale. But sometimes it is hard to look objectively at the home that has become so familiar over many years and see what needs to be done to make strangers feel at home. The following ten tips aren't very difficult or costly to undertake - but can pay off in sales dollars.

1. Clear clutter, room by room.
2. Take out personal photos - you want buyers to imagine themselves there.
3. Clean the bathrooms & kitchen, spot clean any walls, clean windows, wash curtains and dust all surfaces
4. Tidy up the garden - make it look neat and easy to look after
5. Check the outside of the house for neglect - cobwebs and old toys, tools lying around etc aren't appealing
6. Get rid of any signs of neglect or poor maintenance in the house itself. Replace dead light bulbs, fix squeaky doors, broken blinds, dripping taps etc
7. Unless it's a child's bedroom, or bedrooms really are too small, put in a double or queen bed or a buyer will assume a bigger one won't fit
8. Put the best quality sheets you can afford on the beds. Make sure you iron them.
9. Cover any old saggy or stained sofas with couch covers and get rid of anything you can possibly do without.
10. Ensure pets and pet areas are clean and fresh.
11. Make liberal use of fresh flowers\*

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## CAPITAL GAINS TAX

Are you thinking of selling your investment property? Don't forget to factor in the cost of Capital Gains Tax (CGT).

CGT is generally payable when you sell a property that is not your main home of residence. Your main residence is defined as one where:

- You and your family live
- Your personal belongings are in it
- It is your electoral roll address
- Your mail is delivered here
- All services are connected such as gas and electricity etc.

So, if you wish to dispose of a property you have purchased (and have tenanted), inherited, received as a gift or won as a prize that is not your main residence you will be liable for CGT.

According to the Australian Taxation Office, CGT is classified as:

"...CGT is the tax you pay on any capital gain you make and include on your annual income tax return. There is no separate tax on capital gains, it is merely a component of your income tax. You are taxed on your net capital gain at your marginal tax rate."

It is worked out by the following method:

**"Your net capital gain is:** your total capital gains for the year

**minus**

your total capital losses (including any unapplied net capital losses from previous years)

**minus**

any CGT discount and CGT small business concessions to which you are entitled."

There are ways to reduce your liability by offsetting your capital losses from other properties and assets. For more information visit the Australian Taxation Office website on. [www.ato.gov.au](http://www.ato.gov.au). ^

\* source – localpropertynews.net ^ source – Property Investor News

Welcome to the latest edition of Pestana Realty Market Roundup.

May  
2011

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 very interesting articles. We suggest you take the time to read them and feel free to contact us if you should have any questions.

Don't forget to list with us today and go into the draw to Win \$100,000!\*

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The Pestana Realty Team.

### SPRINGWOOD#

### ROCHEDALE SOUTH#

Address	Feb-April 2011	Sold	Address	Feb-April 2011	Sold
70 Coleman Crescent		\$487,000	83 Dorset Drive		\$460,000
41 Belinda Crescent		\$350,000	43 Baroona Street		\$529,000
123 Barbaralla Drive (Townhouse)		\$259,000	22 Narelle Crescent		\$382,000
53 Barbaralla Drive		\$375,000	9 Rhonda Street		\$435,000
18 Hibbertia Court		\$438,000	25 Boongeen Street		\$410,000
113 Springwood Road		\$440,000	3 Davey Street		\$405,000
61 Belinda Crescent		\$355,000	35 Kerstin Court		\$305,000
7 Grimes Court		\$440,000	24 Bligh Street		\$427,500
48 Deloraine Drive		\$436,000	20 Gilandra Street		\$408,000
2 Whitfield Avenue		\$405,000	53 Zuhara Street		\$515,000
41 Jardine Drive		\$370,000	45 Carrick Street		\$380,000
63 Rholanda Crescent		\$367,000	641 Priestdale Road		\$360,000
			8 Belconnen Street		\$376,250
			13 Kenthurst Crescent		\$358,000
			4 Amanda Street		\$330,000
			33 Tolverne Street (Townhouse)		\$225,000
			32 Wooraka Street (Townhouse)		\$255,000
			10 Palara Street (Townhouse)		\$255,000

### Total Sales for February, March & April 2011#

	Houses	Units	Houses	Units	Houses	Units	Houses	Units
	<b>Rochedale South</b>		<b>Springwood</b>		<b>Slacks Creek</b>		<b>Meadowbrook/Loganlea</b>	
Highest	\$529,000	\$255,000	\$487,000	\$259,000	\$342,000	\$275,000	\$387,000	\$000,000
Lowest	\$305,000	\$225,000	\$350,000	\$259,000	\$270,000	\$240,000	\$285,000	\$000,000
Median	\$405,000	\$225,000	\$405,000	\$259,000	\$319,500	\$257,500	\$380,000	\$000,000
Total Sales	15	3	11	1	3	2	6	0
	<b>Daisy Hill</b>		<b>Underwood</b>		<b>Kingston</b>		<b>Logan Central/Woodridge</b>	
Highest	\$780,000	\$000,000	\$466,000	\$000,000	\$337,000	\$000,000	\$285,000	\$240,000
Lowest	\$377,000	\$000,000	\$349,000	\$000,000	\$215,000	\$000,000	\$235,000	\$165,000
Median	\$452,500	\$000,000	\$439,000	\$000,000	\$254,500	\$000,000	\$262,500	\$221,000
Total Sales	4	0	3	0	8	0	6	5
	<b>Shailer Park</b>							
Highest	\$581,300	\$305,000						
Lowest	\$403,000	\$305,000						
Median	\$515,000	\$305,000						
Total Sales	9	1						

# Source - rpdata.com

\*conditions apply

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