

# REAL NEWS

June Issue.

## GREAT PROPERTY MANAGEMENT OFFER!

If you sign your Property Management with our Agency during the months of June and July we will offer you the first 3 months Free Management fees, then 5.5% including GST fees after that!

### The Real Estate Market

#### Updates and Changes

**Are you working with a "Truly Qualified Agent?"** Changes to Real Estate legislations see that all professionals must have their Real Estate License to in turn be able to work within the industry. It has been seen across the board that standards have slipped due to low barriers previously paired with lack of training and regulations, however new reforms will see a higher standard of education enforced to implement a more qualified and dedicated service across the board. The president of REINSW John Cunningham quoted that higher more regulated rules and procedures need to be implement such as additional training provided must be greater than a four-day period to enforce all policies and procedures that are required to work within the Real Estate Industry. If professionals within the industry do not act upon becoming qualified in up to date regulations real consequences can be seen such as closure of companies and loss of licenses to individuals. Roy Morgan Professional Surveyor of Agents/Agencies stated that the Real Estate Industry needs to rebuild its reputation and ensure that all professionals either currently working within the industry or new employee's need to meet current and upgrading regulations to enforce that all policies and procedures are being noted. New changes also ensure that new generations are being taught correctly about what is required to be a professional in the Real Estate Industry and can ensure that there works are carried out legally. These changes are not only implement to enforce rules/regulations and standards but are also to help agents/professionals thrive in a forever changing and growing industry.

<https://www.therealestateconversation.com.au/2018/03/05/reinsw-explain-real-estate-reforms-2018-roadshow/1520194425>



#### For Any of Your Real Estate Needs:

If you are in the market to buy or sell property, or would like to discuss your

Property Management requirements

please contact:

Jocelyn on: 0452 213 770

Mina on: 0431 516 489

Shontay on: 0451 466 244

Our amazing agents are here to help!



Fred Javid  
Principle  
and Owner



Mina Khanchedar  
Senior Sales agent  
and Co Owner



Jocelyn Marrian  
Office Manager  
And Executive  
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# REALHOMES

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## How Much is Your Property Worth?

If you have owned your home for a while, you've probably wondered more than once 'what is the value of my property now?' It's always a good idea to get an up-to-date idea of what your property is worth, as various factors influence the value of it over time.

Knowing what these are and how they affect your investment will help you make good decisions about when or if you should sell. It can also help you to make informed decisions about renovations and how much to invest, without over capitalising.

These are just some of the numerous advantages of a property appraisal.

Looking on Real Estate websites or reading the property section of your local papers is one way to stay informed, but this will only give you a sense of trends rather than an accurate Picture specific to your property. Understanding what a property appraisal consists of will help you to see the importance of a professional approach, as well as allowing you to have a more informed idea of where you are positioned in the market over time. Your property could be worth much more or much less than what you paid for it and without an expert appraisal how will you ever know? Property appraisals are done by qualified real estate professionals and should be formulated by your local area expert. An experienced local agent will have solid knowledge of recent nearby sales and can factor those sales results into their estimated market value of your property. The agent will find out what improvements you have made to the property and compare its condition to other properties currently on the market. Points of difference or additional features that might currently be in demand will also be considered in your appraisal, for example your local services, facilities and the infrastructure changes that have been happening in your area. So, the question then becomes when do you need a property appraisal? Unlike a valuation, an appraisal is not a formally recognised assessment. It is intended only as a guide, comparing your property to similar property's that have sold and are currently on the market in your area. It can still be an important tool in deciding when to make your next move in the property market. It may be that you are thinking about selling and want to be sure you get the timing right. Or maybe your neighbours sold well, and you'd like to capitalise on the good result – strike while the iron's hot, as they say. Whatever the reason, a property appraisal is free of charge and obligation free, providing you with a solid estimate of what your home is worth. Our Experienced Real Estate Sale Agents would be more than happy to come and chat with you about your property and, using the information your provided, along with their expert market knowledge, to create your personalised property appraisal.

### Helpful Tips!

#### “60 Minutes to better budgeting for 2018!”



A study by UBank showed a staggering 86% of Australians don't know how much they are spending every month on household expenses and entertainment while 82% don't know what their mortgage rate is either. Studies show that even sitting down for 60 minutes to establish a budget can really go a long way in making that pay cheque stretch a whole lot further. It is seen the most common excuse as to why Australians do not work out a monthly budget is because it's too hard to calculate the expenditure and takes to long to determine a set budget for the household. In today's world of technology and apps on phone devices budgeting has becoming a whole lot easier as these mobile applications can keep a record of what is being spent, what bills are due and what is needed for the month out of each pay cheque that is received. Not only does budgeting give you piece of mind that your money will be spread across everything that it needs to be, but it also allows the opportunity to gain deals and specials on mortgage rates and other services that you might not have known about but can now as when you establish a budget and payment plan for certain services and providers you can be notified about what is on offer. Figures from the Bureau of Statistics show that the cost of living in Australia has risen 2% since last year and it's the strongest growth rate we have experienced in 3.5years. CEO Lee Hatton says it has never been more important to know your numbers and plan a budget. For further information regarding this report please follow the link below:

<http://moneymag.com.au/86-australians-dont-know-expenses/>



Real Homes Realty

### “Let's Have Some Fun

#### “Trivia Questions”

- What Real estate board game became the best-selling game in Australia just one year after it was created?
- In 2018 What Suburb was classified the most expensive place to buy a Home/Property?
- In the 1970's and 1980's what was classified as the best way to accumulate Wealth?
- What are the top three most currently sought-after amenities in the majority of Upscale Homes?

Post your answers on our Facebook Page – Let's See what Answers we can come up with for the month of **June!**