



NEWSLETTER

December 2009



SEASONS' GREETINGS

Christmas is a time of good cheer and fond greetings, but it is also more than that. It is also a time of reflection and contemplation.

It is a time of to think of things beyond our own "little patch". Of the good things in life, or the things we should be thankful for.

It is a time of giving, a time to think of others before we think of ourselves.

For Real Estate Agents, it is a busy time, because for many the New Year is a time of moving.

And so, becomes a time to be thankful for the country we live in, where home ownership is an achievable reality for a majority of people and where the freedom to choose is taken for granted.

For us at Antonas Realty, it is a time to gratefully acknowledge all our 2009 owners and clients. We look forward to again serving you in 2010.

**A VERY MERRY CHRISTMAS
AND HAPPY NEW YEAR!**

A LETTER FROM THE PRINCIPLE

We all value what we own and base all that value on how much we paid and how much our possessions mean to us. This is reasonable, but we tend to forget that when we buy. We seek the best value for money and the best deal possible.

As sellers, we want to achieve a price that properly reflects our expectations and as buyers we want a price that fits our budget. Marrying together these two separate desires is a job a good real estate agent tackles daily. To achieve a satisfactory outcome your agent must first realise that it both the reality and their client's expectation. And to do their job properly, the agent has to be a good negotiator.

We value the expertise of our professional sales staff because they not only on a daily basis demonstrate the skills to make this happen but also acknowledge and accept this is part of their job. Valuing that aspect of real estate sales is part of our continuing success and the reason our client's value our service.

We would value the chance to help you with the sale of your home and look forward to demonstrating our professionalism to you.

Faithfully,
George Antonas
Managing Director



PROPERTIES

FOR LEASE

*Keeping you updated on
the local rental market*

RESIDENTIAL

RANDWICK **\$280PW**

Just a short stroll to UNSW, schools and shops you can't go wrong. Centrally located in a small security block this neat studio is fully furnished and freshly painted.

RANDWICK **\$355PW**

Situated in a cul-de-sac lies this very spacious 1 bedroom unit. Features include a combined lounge/dining room, double sized bedroom, nice kitchen and bathroom, secure carspace, balcony with district views, shared laundry all in a security building.

RANDWICK **\$480PW**

Large brand new 2 bedroom unit located in a quiet cul-de-sac. This centrally located unit boasts a large balcony, pool, internal laundry and leafy aspect.

RANDWICK **\$620PW**

This brand new luxury 2 bedroom apartment with built-in wardrobes. Spacious entertaining area, single security car space.

Need further information about residential leasing?

Seeking, or know someone who is seeking, the perfect rental?

Contact Kristina Gatt for more information 9398 6111

**YES!—WE WOULD LIKE
NEW BUSINESS**

Do you have another investment property? Or do you know someone who requires the services of a **QUALIFIED PROPERTY MANAGER** recognised by the Real Estate Institute of NSW.

Consider Antonas Realty for your property needs—you won't be disappointed!



Member of Real Estate Institute of NSW

**A PROPERTY THAT SHOWS WELL
SELLS WELL:**

Preparing your home for sale is essential in order to obtain the best possible price when selling. Having people walk through your home at open homes or various times of the week may not be the most appealing thought, but when you consider the presentation of your home is the most important element in marketing it, you should try to have it ready for inspections or open homes.

**HERE ARE A FEW HELPFUL
HINTS IN PREPARING YOUR
HOME FOR INSPECTIONS:**

First impressions are lasting impressions! Stand across the road and take a look at the presentation of your home— this is what the buyer sees first. You may even want to ask a friend to take a critical look for you and consider their suggestions. Internal appearance is important. Make sure that walls and windows are clean, benches are clear and blinds open and lights on if necessary. This will create a more spacious/open effect. Obvious faults such as dripping taps or sticking doors should be fixed. Bedrooms should be left tidy and beds made. Always air the house prior to inspections and make sure that any pets are out of sight. Making your buyer feel welcome is crucial. Soft music, fresh flowers, a heater on in the winter and cooling on in the summer contribute to that 'Homely' appeal. The kitchen and bathrooms are two of the most important area for buyers.

**HOW DO YOU CHOOSE A
GOOD PROPERTY MANAGER?**

The following three criteria will help you make the right choice!

1) How does the agency's vacant rate compare with the industry's vacancy rate published by the Real Estate Institute of NSW? This indicates how efficient an agent is in handling letting. The lower the rate, the less time your property will be vacant earning no income.

2) Does the agency have a dedicated property management department and how many staff will be looking after the property?

Many agencies offer a property management service that is a by product of their sales service. It is looked after by front desk or ad hoc staff. Ensure that your agent has a dedicated property management department staffed by a team of experts so there is continuity in the event of one property manager being ill or leaving.

3) Is a director/owner of the agency involved in the day-to day management of the property management department?

Many agencies are founded by top salespersons with no management background. They leave the management of their rental department to a property manager. This is often because the sales department has a high turnover and high income. You may find that an agency will take the business of property management more seriously if the director has an active involvement in the property management department.

**NEW WATER-WISE
RULES FROM**



NOW IN EFFECT!

- All hoses must have a trigger nozzle
- To avoid the heat of the day, watering is not allowed before 10am and after 4pm on any day
- No hosing of paths or driveways. Washing of

vehicles
al-



is

THINKING OF SELLING?

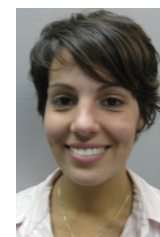
We stay in regular contact with a growing number of home buyers and investors looking for property in your area.



If your thinking of selling, we may already know the right buyer for you.

Contact **Justin-Jon Antonas** on 0417 377 177

Would you like more information about property management? Contact



Kristina Gatt
9398 6111



**Have you
visited our website?**

www.antonas.com.au