

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

## The News Is Good!

**With prices and sales figures increasing, it's all looking good for the New Year**

**The news is good and it's going to get better!**

Professionals Fred Andriessen principal, Fred Andriessen, points out that market prices remained steady in 2011, and that there was a strong increase in the number of sales during the year.

"We can only see this continuing into 2012 with numerous Government grants still available," he said.

"In addition, with the Reserve Bank lowering interest rates, all is continuing to look towards an even stronger 2012."

In relation to the residential sales transactions from R.P. Data, Fred said it was clear that prices were increasing generally.

"Some suburbs are down but prices are generally slightly up," he said.

Even when the press reported that prices were down, such a statement had limited value in the big overall situation, Fred said. For example, in the R.P. Data shown here, the figures for Garden Suburb could not be read as a major matter as prices in that suburb vary from \$275,000 to \$600,000, unlike other areas.



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- How safe is your pool?
- Will your property pass the test?

 Professionals  
fred andriessen

**4954 8833** 24 HOURS

[www.profa.com.au](http://www.profa.com.au)

## Letter from the Editor

Hi Everyone,

First of all I wish every reader of this Newsletter a Healthy and Happy 2012.

In this edition I would like to discuss the market as it was in 2011 without any fancy talk.

Also a photograph of the two local winners of the Professionals Christmas Hampers competition.

As well as putting a lot of negatives to bed regarding the First Home Owners Scheme and pointing out a half dozen positives still available to home/investment buyers of Real Estate, as there are still many available.

So ... we're starting the New Year on the fore foot and running.

Nothing but the truth folks, I would not have it any other way!

So please read on as you will find this an interesting read.

Until next time,  
**Fred Andriessen**  
Principal



*P.S: Don't forget that it is okay to refer your friends to us. We are never too busy to help a friend of a friend. So please feel free to tell your friends to call us for any real estate matters and we will make sure they are looked after - guaranteed.*



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## POOL BARRIER SAFETY

# How safe is your pool?

## It's the owner's responsibility

**The Royal Life Saving Society Australia has warned that every year more than 35 Australian children under the age of five drown and urged home pool owners to check, fix and maintain their home pool this summer to help eliminate child drowning.**

Because home pools are located close to the house the child's natural curiosity brings them into contact with the pool. According to Royal Life Saving, the majority of home swimming pool deaths arose after the toddler fell into the pool or went in voluntarily.

The Society said the most common entries for toddlers into the pool were through an open gate, a house door, or by using nearby equipment to climb over the fence. It warned that many parents mistakenly believed they could listen for their child calling for help but drowning could occur in a matter of seconds without any splash or crying to alert parents.

Royal Life Saving believes there are four things parents need to do to prevent drowning. Firstly, they should fence the pool with a four sided fence. This means that access to the pool is via a gate not the house. It is also preferable that the pool area is only used for swimming and that any equipment not related to the functioning of the pool should be stored outside the pool area.

Secondly, children should be supervised whenever they are in, on or around water. This supervision should be by an adult and the child should be within arms reach at all times.



Thirdly, it advises that parents and children should undertake water familiarisation classes and finally it recommends that adults should learn resuscitation techniques.

Royal Life Saving stresses it is easy for unsupervised children to gain access to the pool area by using nearby garden and furniture items to provide them with a foothold to climb over the fence. Additionally, in many social situations a pool gate is propped open to provide ease of access. This should never be done.

**To reduce the risks of toddlers drowning Royal Life Saving has created the Keep Watch program which has four key messages:**

- Supervise.
- Fence your pool and lock the gate.
- Familiarise your child with water.
- Learn resuscitation.

**Toddler drowning prevention involves all of these components. Visit [www.homepoolsafety.com.au](http://www.homepoolsafety.com.au) for more information, but remember that even the sturdiest fencing is no substitute for constant supervision of children in and around your swimming pool.**

### Pool Barrier Safety Checklist

**The following checklist includes some of the legal requirements you will need to fulfill:**

- Your pool fence should be at least 1.2m high all around and in good repair;
- The gap between the bottom of the fence and the ground must not exceed 10cm;
- Walls forming part of the pool barrier must have child-resistant doors and windows;
- The pool gate must open outwards and close and latch itself;
- The fence must be clear of trees, rocks, barbecues, deckchairs or any other object that could help a child climb over it;
- You must display a resuscitation sign in the pool area.

### Meet the winners of "Christmas is on us!"

**Congratulations to Ms B. Callinan (left) and Ms A. Molloy (right), winners of The Professionals Christmas Hampers.**





# Plenty of benefits for buyers in 2012

Suburb (Houses)	2011 Numbers	2010 Numbers	2010 \$	2011 \$	%
Cardiff	107	98	\$306,000	\$310,000	+1.3%
Cardiff South	38	44	\$299,500	\$311,000	+3.8%
Glendale	53	44	\$304,000	\$310,000	+1.9%
Garden Suburb	26	20	\$504,000	\$438,500	-12.9%
Macquarie Hills	45	54	\$370,000	\$375,000	+1.3%
Edgeworth	98	80	\$309,975	\$305,000	-1.6%
Cameron Park	80	78	\$440,000	\$467,475	+6.2%
Lake Macquarie	2544	2700	\$375,000	\$365,000	-2.6%
Newcastle	2088	2547	\$383,000	\$375,000	-2.1%

Strata Titles eg. Villas					
Lake Macquarie	324	472	\$322,750	\$320,000	.08%
Newcastle	719	966	\$335,000	\$335,000	-

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**The doom and gloom predictions from some aspects of the media in relation to the real estate industry, therefore, have not proved true.**

“Newspapers love beefing up negative news as it sells newspaper; the good news is kept silent,” commented Fred.

And there is a lot of that good news around with financial benefits for many people. These benefits include:

- First Home Owners Grant of \$7,000.00 for first home buyers

## Data shows that the good news is set to continue

- Regional Relocation Grant – This is available to ALL people moving to regional areas eg. Newcastle City Council area to Lake Macquarie City Council or Maitland etc.
- Seniors Principal Place of Residence Duty Exemption – People aged 55 years and over are exempt from stamp duty when empty nesting to a newly built home or unit/villa.
- NSW Home Builders Bonus - On house and land packages and vacant land

purchase providing one builds a house within a six months from purchase.

- New Home – Buyers’ 25% discount up to \$600,000.
- Interest Rates – Have plummeted by ½% recently and look set to stay there or come down even further.

So overall the news is good and is expected to continue that way.

**To make sure you share in that good news, contact the team at Professionals Fred Andriessen Cardiff on 02 4954 8833.**

## Sell Your Home with Success!



### Thinking of selling or seeking some advice on your local market?

Call us today to sell your home with success  
Professionals Fred Andriessen on 4954 8833

Real People Working in Real Estate



**A final urgent call has gone out to landlords to make sure their properties conform to the new water efficiency laws.**

And with the call goes a warning: landlords whose properties don't pass the water efficiency test after January 31 2012 will find their finances affected by not being able to pass water charges on to their tenants.

Anyone who entered into a tenancy agreement from 31 January 2011 had to ensure their property is water efficient in order to be able to pass on the charges. If your tenancy agreement was in place before that date, you have 12 months to make your premises water efficient.

Professionals Fred Andriessen property manager Glenn Barnier advises landlords that all rental properties are required to meet the legislation by 31 January this year and that those whose properties do not comply with the new laws need to act immediately.

**Glenn said that from February 1, properties will be regarded as water efficient if:**

- Showerheads and internal cold water taps and single mixer taps for kitchen sinks and bathroom hand basins have a maximum flow rate of nine litres per minute.
- There are no leaking taps anywhere on the premises at the start of the tenancy or when the other water efficiency measures are installed.

Any water fixture manufactured from 2005 onwards, with a Water Efficiency Labelling and Standards (WELS) rating of three stars or higher, has a maximum flow rate of nine litres per minute, and will therefore meet the standards.

It is also possible to carry out a simple test with a bucket and stop watch to check if the flow rate, when fully turned on, is less than nine litres a minute.

# Will your property pass the test?



The property should also be individually metred or to have water delivered by vehicle.

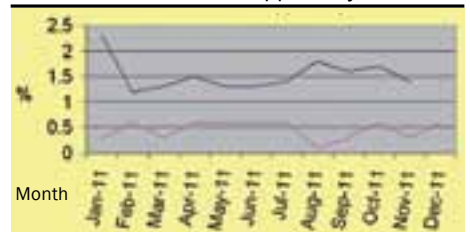
Glenn said rental property owners should act as soon as possible to ensure compliance with the new law.

"Anyone who hasn't made the arrangements yet should organise a plumber as soon as possible," he said.

**"Otherwise they'll be caught up in the last minute rush and will risk not being able to have the necessary work done in time."**

## Vacancy Factor

Newcastle Statistics supplied by NSW REI



— Newcastle — Professionals Cardiff



## THE RIGHT PROPERTY MANAGER CAN MAKE A HUGE DIFFERENCE

Getting the right tenants means a lot. When we look after your rental property we make sure you only get 'A' grade tenants. After all, we've got a reputation to uphold too.

*Call me today and let's discuss your options.*

**Glenn Barnier 0402 045 467**

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