

A photograph of a bedroom. A bed with a white duvet and several pillows (orange, white, black and white patterned, and a striped one) is the central focus. To the left, a wooden rack holds a brown sweater, a hat, and a basket. To the right, a wooden side table holds a dark vase with dried flowers and other decor. A woven lamp hangs from the ceiling. The text 'PROFESSIONALS MONTHLY NEWSLETTER MARCH EDITION' is overlaid in a white cloud shape.

PROFESSIONALS MONTHLY
NEWSLETTER
MARCH EDITION

 **Professionals**

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CELEBRATING THE AMAZING WOMEN IN OUR LIVES



CELEBRATE INTERNATIONAL WOMEN'S DAY ON THE 8TH OF MARCH

International Women's Day. It's a global day to recognize and celebrate women's and girls' social, economic, cultural, and political achievements. It's also a time to raise awareness of the progress made towards achieving gender equality and the work remaining to be done



CELEBRATE SAINT PATRICKS DAY ON THE 17TH OF MARCH

St Patrick's Day is a global celebration of Irish culture celebrated annually on the 17th of March. Patrick's Day observes the death of St. Patrick, the patron saint of Ireland. The day has evolved into a celebration of Irish culture with parades, special foods, music, dancing, drinking and a whole lot of green.

WELCOME TO
AUTUMN...



ARE YOU READY FOR A COOL CHANGE?

After what has been a stifling summer, get yourselves ready for a cool change. Autumn is here, the leaves will start to fall, light sweaters will start being worn and the sun will start to have a little sleep-in. The holidays are long gone, school is back and as we return to the norm, we start to survey our surroundings. Autumn is the perfect time for change, and the real estate market is at the perfect stage to enquire. Whether you are looking to buy, sell, or have someone manage your investment property, contact your local real estate Professionals.

Established since 1976, we are one of the oldest and most iconic Australian brands in the country. The best part, our time is free. That means you can call us, email us, or pop into our office for a chat about the market, about current sales, and rental availabilities, or to request a free market appraisal on your home if you are thinking of selling. Regardless, we LOVE being apart of our community, and wanted to reach out and say to you all, HAPPY AUTUMN

What's included in our personalised Professionals property sales appraisal



WHAT'S INCLUDED IN A PROFESSIONALS PROPERTY APPRAISAL?

The most accurate way to find out the value of your home in today's market is with Professionals property appraisal. Not only is this a free service, but it's one that we love to provide for everyone in our community.

- 1. Market Conditions Assessment** – We are your local real estate Professionals for a reason, and we can tell you exactly what is happening in the current market.
- 2. Location Insights** – This is something no computer-generated valuation can tell you. Your lot, your neighbours, your street, and your suburb are all factors in the value of your property.
- 3. Expert Advice** – Our Professionals agents can tell you what stock levels are currently like and how that may affect the length of sale period, price, and best approach to the sale.
- 4. Comprehensive Report** – Interest rates, surrounding sales, comparable sales, days on market, and of course, a final price range that we believe you could achieve if you decided to sell your property.

A lot of work goes into these appraisals, but we continue to make them free for all members of our community. Why? Because the more appraisals we do, the more educated we are on real estate in our community.

That's why we are the real estate Professionals.

Appraising your property in three easy steps



LET US KNOW SOME DETAILS ABOUT YOUR PROPERTY

1

Two story? 1 bedroom apartment? Cul-de-sac? Every home is different! Tell us about your property and any features that make it unique.



YOUR LOCAL PROFESSIONALS AGENT WILL ARRANGE A VISIT

2

Your local Professionals expert will get in touch to arrange time visit and view the property, at a time that's convenient for you.



RECEIVE A COMPREHENSIVE REPORT OF YOUR PROPERTY'S VALUE

3

Our experts will provide a comprehensive report on your property, that can help you determine if it's the right time to sell.

THE VALUE OF YOUR HOME IN 3 EASY STEPS

Regardless of the market conditions, your local real estate Professionals can give you an accurate property appraisal to find out the value of your home. What you may not know, is just how easy it is.

1. Provide some details – Nothing difficult. Just small things like address, number of bedrooms, bathrooms, lot size and property features.

2. Professionals Visit – Either in person or via Zoom, our agents need to SEE the property in order to provide a real appraisal.

3. That's it! – After no longer than 24 hours, your professional's agent will give you a comprehensive report detailing recent sales, comparable properties, market trends and a price range that you could achieve if you were to sell your property.

By the way...

We LOVE what we do. That's why this is a completely free service that we provide. Whether you want to sell now, in the next 6 months, in the next 12 months, or aren't even thinking of selling but want an idea of what your property is worth, we would love to help you.



REPAIRS & MAINTENANCE: WHO PAYS FOR WHAT?

LANDLORDS RESPONSIBILITY

As a landlord you are responsible for the cost of things like fire alarm inspections, fresh paint, and new carpet. If an appliance that came with the property breaks down (and it's not the tenant's fault), the cost of repair or replacement is on you as well.

It is also the landlord's responsibility to address and urgent repairs such as:

- Failure or breakdown of the gas, electricity, or water supply
- Failure or breakdown of any essential service for hot water, cooking, heating, cooling, or laundering
- Fault or damage that makes the premises unsafe or insecure
- Serious damage from a natural disaster

The confusion over who pays for what when it comes to rental properties is part of why property managers exist.

TENANTS RESPONSIBILITY

As a tenant you are expected not to cause damage to any fixtures, fittings, or features. If you break something, it's more than likely you will be liable for the cost of repairs.

However, most instances can be dealt with by common sense and communication. Smash a hole in a wall, and you will probably have to pay. Have a tap or door handle break in your hand as you turn it on, and most landlords will cover the cost.

You are also responsible for general maintenance and cleaning. Unless it's otherwise stated in your contract, you must handle jobs such as:-Cleaning the windows and floors Mowing the lawn and maintaining the garden General cleaning, including toilets, tile grout and ovens If you decide to pay someone to take care of these tasks, it is up to you to cover the expense



Buy, Sell, Invest, Rent

Your local real estate experts

SIX ESSENTIAL STEPS TO CHOSE THE RIGHT AGENT

1. STAY LOCAL –

A local agent will be up to date on the price you can expect for your home. Avoid the temptation to bring in an outsider, who may not be well-informed about the latest movements on the market.

2. ASK ABOUT SALES RESULTS –

When you are having initial discussion with your prospective agent, ask them about their recent sales results. A quality agent will be able to share the data with you. An agent who is coy about sharing their recent results may have something to hide.

3. GET A VALUATION –

Before you take on your agent have a valuation of your property then 3 appraisals from local agents. That way, you know what to expect before talking to any prospective agents who may hit you with a 'too-good-to-be-true' scenario. If one price is much higher than the others, find out why the agent thinks they can fetch that price.

4. ASK ABOUT MARKETING –

Whatever you are selling, it is all about marketing. You can't sell something that no one knows is for sale. The best quality agents will present you with their marketing strategies early on in the process.

5. TALK THROUGH THE START-TO-FINISH STEPS

Ask your agent to explain their process so you understand what will happen at every stage. This way, you are in the loop and can have the necessary input into the sale of your home. You should avoid any agent who acts as if they are guarding a secret and never picks up the phone when you call.

6. DO YOU LIKE THEM? –

Your agent should be someone who you can get along with. You will be spending lots of time with this person, so it is important that you feel comfortable. The best agents will always be out to bat for you and have your best interests in mind. You should leave the process feeling excited and happy to refer them to someone else.



WHATS HAPPENING IN MARCH AT TAMWORTH

MANILLA SHOW – Kicking off on the 11th of March with fireworks and live music through to the 13th with all kinds of show events!

<https://www.destinationtamworth.com.au/event/2022-manilla-show/>

FIESTA LA PEEL – On the 12th of March from 3pm to 8pm come enjoy the Fiesta La Peel Multicultural Street Festival in Bicentennial Park and around the CBD.

<https://www.destinationtamworth.com.au/event/fiesta-la-peel/>

NUNDLE COUNTRY PICNIC – March 27th from noon to 3pm head out to Nundle to experience local food, music, and all kinds of family friendly fun.

<https://www.destinationtamworth.com.au/event/2022-nundle-country-picnic/>