

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*

# AGENT NEGOTIATES GREAT PRICE!

**'Market far stronger than expected'**

**FULL REPORT PAGE 3**



**In this issue of Property News:**

- **Benefits for first home buyers**
- **Property market remains strong**
- **Properties for sale**



[www.amsure.com.au](http://www.amsure.com.au) **9698 8689**

## A letter from the Editor

Dear Readers,

We are very proud to bring you this edition of Property News.

With so much happening in the industry, we had no trouble filling this edition with interesting and informative articles to help you with your real estate needs.

As we only have a limited amount of room to cover the basics of each topic we would be only too happy to meet with you and discuss your individual needs.

Getting involved in the real estate market can be overwhelming but with the right guidance and information, we can make the process more enjoyable.

If you have any queries, please drop in and see us at our centrally located office.

Best wishes,

**Iris Leong**  
**Director**



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# Grants extended for 6 months!

## Amsure Realty urges first homebuyers to take advantage of incentives

**The Federal Government's decision to extend the First Home Owners Boost (FHOB) has been welcomed by the Director of Amsure Realty, Iris Leong.**

Iris told Property News the decision would not just help first homebuyers but strengthen the market across the board.

"The grants have not only reinforced the lower end of the market but also other sectors. Houses in the cheaper bracket have held their prices and in some cases actually risen so there has been a flow on effect, with many properties in the mid-range also holding up well," Iris said.

The First Home Owner Grant (FHOG) scheme initially paid a grant of \$7,000 to eligible first homeowners but late last year the Federal Government announced a First Home Owner Boost (FHOB). It doubled the grant to \$14,000 for those buying an established home and trebled it to \$21,000 for those buying a new home or building their first home.

The boost was set to expire this June but the Federal Government has announced it is extending it for another six months. The grants will continue as they are until 30 September and then from 1 October until 31 December will be reduced from \$14,000 to \$10,500 for established homes and from \$21,000 to \$14,000 for newly constructed homes.

Iris said those who were buying a newly constructed home or building their first home were also eligible for an additional \$3,000 payment known as the NSW New Home Buyers Supplement. This means first homebuyers of new homes can receive maximum benefits of up to \$24,000 if the contract is made on or before 30 September 2009.

"In addition, applicants may be eligible for benefits under the First Home Plus Scheme which provides for generous exemptions or concessions on transfer duty," she said.

"The scheme provides eligible purchasers with exemptions on transfer duty on homes valued up to \$500,000 and concessions on duty for homes valued between \$500,000 and \$600,000."

For full details visit the website for the Office of State Revenue (OSR), [www.osr.nsw.gov.au](http://www.osr.nsw.gov.au).

**If you are a first homebuyer don't hesitate to ask Amsure Realty for assistance in applying for any of the benefits available. The firm's team of expert consultants will be only too pleased to guide you and also show you any properties that interest you.**



# Top results win agents strong support

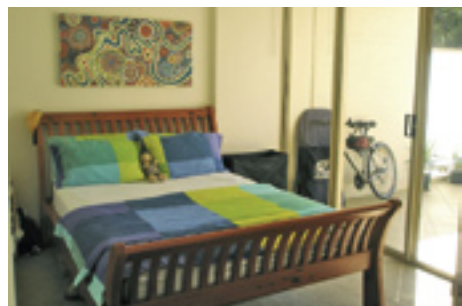
**Renowned for their integrity and results, the team from Amsure Realty is winning strong support from clients as it continues its run of first-class sales.**

Clients are backing the agents because they make such a difference when it comes to getting results – the results they want.

In this report, we speak to the Director of Amsure Realty, Iris Leong, about how the firm is achieving such wonderful sales results. An example of just how well the agency is doing is the recent sale of unit 55, 9 Broome Street, Waterloo.

“This was a great team result that makes me proud to head up our agency,” Iris said. “We listed the unit at \$430,000 and the owner was determined to achieve at least \$410,000. And, that’s what we got - \$410,000.

“We had six inspections and four offers. Through negotiations we were able to achieve the price the vendor wanted, a price that we believe was very good and one which pleased both parties.



“The good price was also a reflection of the state of the market. I’m glad to say there’s no doubt it is far stronger than many pundits had predicted,” she said.

“Featuring a large north facing courtyard this apartment had something extra from most of the one bedroom units on the market. With a modern design, it had ample natural light with its north facing aspect and innovative use of glass.

“It had a corner gourmet kitchen with dishwasher, gas stove, oven, range hood, and stone benching. With a combined lounge and dining area, and a built-in wardrobe in the bedroom it had a lot to offer.”

Property News asked Iris why her agency was so successful.

“The market has undergone considerable changes over the past 12 months but despite the global financial turmoil we are still selling well,” she said.

“However, the days when a property could virtually sell itself are long gone. Now for an agent to achieve the best outcome, it requires a lot more skill, intimate market knowledge, appropriate pricing, extensive networking and exposure for them to succeed,” she said.

“It’s essential an agent has a dedicated and well constructed marketing strategy and a proactive approach.”

Iris said the agency had a proven formula that ensured its stock received

**Amsure Realty leads the way in Waterloo!**



maximum exposure and was professionally marketed to guarantee the best results for owners. “Once a property is listed, we access our comprehensive client database and immediately post it on several Internet portals. As well as this, it is also featured in the local media.

“This gives the property a huge amount of exposure both locally and throughout Australia. We often attract buyers from interstate who see our homes advertised on the Internet,” she said.

“Our extensive database, combined with highly effective marketing campaigns, invariably produces results. In these days of high technology, skilled use of resources such as the Internet and sophisticated databases mean we are able to generate sales that put us streets ahead of our competition,” Iris said.

**If you would like to experience the Amsure Realty difference, talk to Iris and her friendly team. They will be only too pleased to guide you about the best way to buy, sell and lease.**

## Some recent properties sold by Amsure Realty

Beds	Building	Date	Sold For
3 Bed	Tiara	Under Contract	\$600,000.00
2 Bed Penthouse	Atarah	Under Contract	\$580,000.00
2 Bed	Tiara	Under Contract	\$495,000.00
2 Bed	Tiara	Under Contract	\$500,000.00
1 Bed + Terrace	Atarah	Under Contract	\$410,000.00
1 Bed	St Leonards	01/04/2009	\$325,000.00
2 Bed	Tiara	04/05/2009	\$500,000.00
3 Bed	Atarah	05/05/2009	\$635,000.00

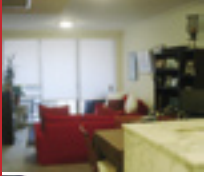




# Properties for sale



Iris Leong Ph: 0419 888 618 To view all our other properties please visit [www.amsure.com.au](http://www.amsure.com.au)



## 806 Bourke Street, Waterloo

**\$365,000**

**1 Bed 1 Bath**

• Function layout • Modern kitchen • Built in wardrobe • Two balconies • Internal Laundry • Security Building with resort facilities • Located on level 8, Area: 57m2



## 22 Crystal Street, Waterloo

**\$370,000**

**1 Bed 1 Bath**

Glass sliding doors to maximize natural light • Modern kitchen with stone benching • Built-in wardrobe • Internal laundry • Security Building with resort facilities • Area: 68.9m2



## 9 Broome Street, Waterloo

**\$430,000**

**1 Bed 1 Bath + Terrace**

Large north facing courtyard with park views • Modern design and ample natural light • One bedroom with built-in wardrobe • Internal laundry • Area: 51m2 + Terrace Area: 49.1m2



## 804 Bourke Street, Waterloo

**\$525,000**

**2 Bed 2 Bath 1 Car Space**

Located on level 7 with city views • Open plan layout • Modern appliances • Both bedrooms with built-in wardrobes • Area: 97m2 + Car Space

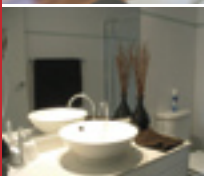


## 9 Crystal Street, Waterloo

**\$540,000**

**2 Bed 2 Bath 1 Car Space**

Light filled corner apartment with modern appliances • Stone benches • Ducted A/C • Both bedrooms feature built-in robes • Master room with en-suite • Main bathroom contains bath and separate shower • Separate storage room • Security Building with resort facilities



## 9 Crystal Street, Waterloo

**\$560,000**

**2 Bed 2 Bath 1 Car Space**

Superb north facing unit with dual balconies • Split level floor plan • Investors wanted – apartment under lease • Modern appliance and Caesar stone benches • Master bedroom features en-suite and private balcony • Both bedrooms with built-in robes • North facing living area with balcony • Security apartment with resort facilities • Area: 130m2



## 9 Crystal Street, Waterloo

**\$560,000**

**2 Bed + 2 Bath 1 Car Space**

Functional floor plan • Beautiful wood flooring throughout • Two north facing balconies looking into park • Both bedrooms with built-ins and access to second balcony • Modern kitchen and bathrooms • Extra media/study area • Central A/C and internal laundry • Security Building with resort facilities • Area: 113m2



## 6 Lachlan Street, Waterloo

**\$740,000**

**3 Bed 2 Bath 1 Car Space**

Impressive north facing split level apartment • Separate master bedroom with deluxe en-suite • Gourmet kitchen and stone benching • All bedrooms with built-in robes • Two Car Spaces • Security building with resort facilities • Area: 145m2

## Want to rent your property?



## Call us today on 9698 8689!

Amsure Realty Property Management staff are committed to protecting your investment and obtaining the best possible return. For an obligation free appraisal of your rental property contact us and we'll look after you.



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

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