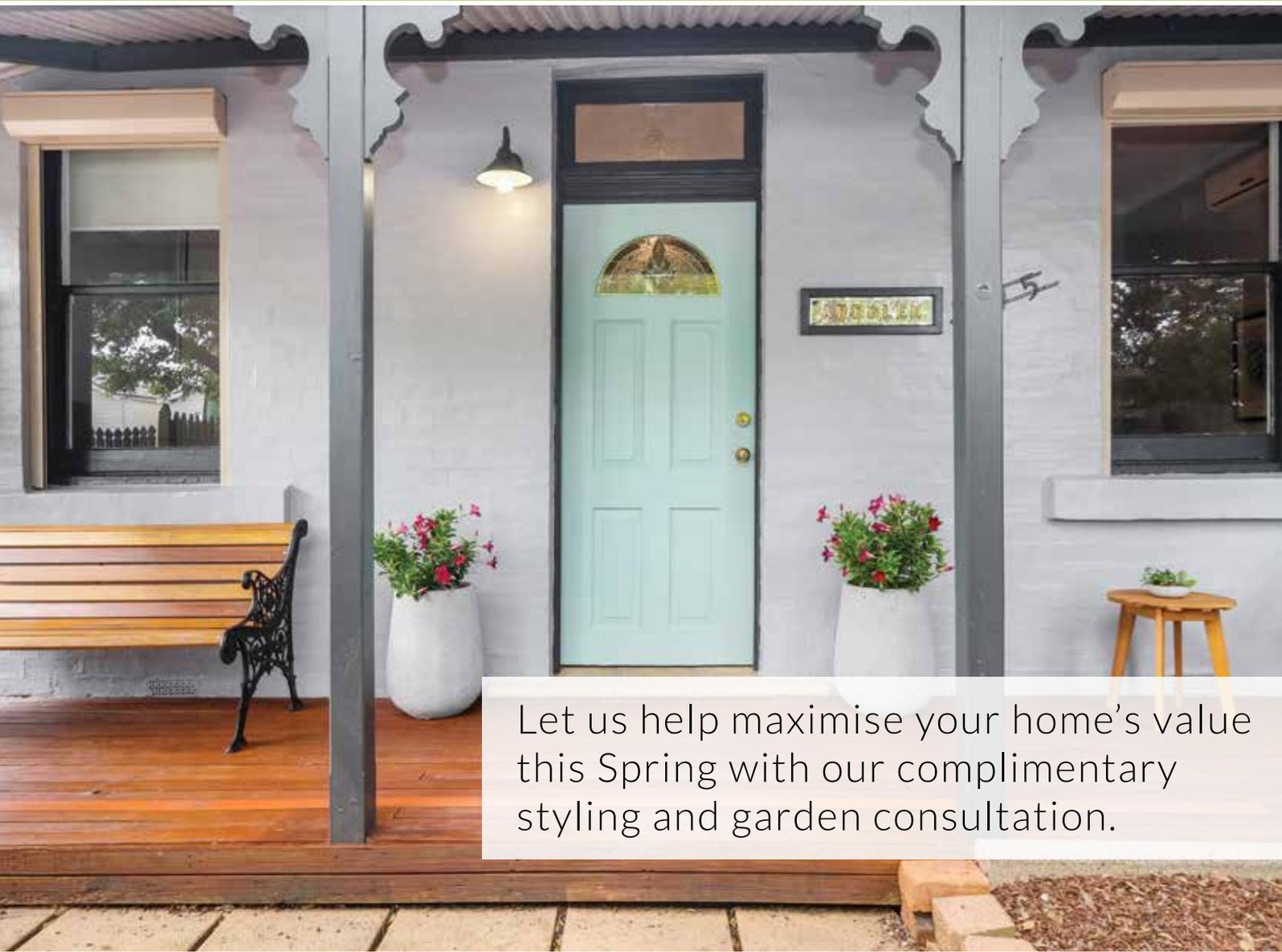


Preparing to sell this Spring?



Steve Arnold
Principal
Licensee in charge



Chris Arnold
Residential Sales Director



Emily Taylor
Licensed Property Consultant



Paul Campbell
Property Associate



Liecia Arnold
Senior Property Associate

Our Changing Market

Over the last few weeks we are seeing an increase in buyer activity at our open homes, I feel confident in saying that the market is in a better state than what it was in the last quarter of 2018. I believe that the increase on attendance we have noticed has come down to a few factors.

- Buyers have become more serious now that the Federal election is over.
- Lending requirements have eased on investors and new applications, and there are some great variable rates between 3.20% to 3.60%.
- The available supply in the Newcastle and region has tightened from approximately 1600 back in November to 1200 currently available in August.

I expect that we will see the supply slightly increase as we move into Spring, this will all depend on the confidence from Vendors on whether to go to market or not. Most of the properties I have sold this year have had no trouble selling, seeing most sell around 30 days on market with a few offers on each property. My secret to a successful sale campaign in today's market comes down to two crucial things. It is so important to have your price set correct from day one, and the properties presentation needs to be immaculate. If these are spot on, then you will have no trouble selling in the current market.

A great example of this was a recent successful sale we achieved at a home in Broadmeadow. In the lead up to going to market I provided my clients with an appraisal and a report on areas to focus on where we could improve the home's appeal. My clients listened to all my recommendations and completed work such as painting, upgrades to blinds and flooring, attended to maintenance, garden improvements and property styling. We marketed this property between \$650,000-\$690,000 and seen a great amount of interest in the home with over 7 offers exceeding the asking price selling for \$751,000.

If you are planning to sell this Spring let us help you get started with a complimentary garden and stylist Consultation.

Chris Arnold
Residential Sales Director.



Presentation is the key to success.

"Chris at Arnold Property managed the sale of our home from start to finish: he advised us on preparing the home for sale in a slow market, completely managed the pre-sale renovations, and offered realistic advice on the best sales strategy - all of which meant our home's full potential was on display to prospective buyers. At every stage his communication was swift and comprehensive, which was particularly important to us as overseas residents and first-time sellers. The outstanding result is a testament to the expertise and diligence of Chris Arnold and his team. We have already recommended the Arnold team to our friends".

- Sean and Erica Gell.



Transitioning Market Where has our market moved?

	MAY 2017		MAY 2018		MAY 2019		3 YR DIFFERENCE IN PRICE
	MEDIAN PRICE	DAYS ON MARKET	MEDIAN PRICE	DAYS ON MARKET	MEDIAN PRICE	DAYS ON MARKET	
Newcastle (units)	657,000	38	715,000	32	645,000	37	-1.9%
Charlestown	536,000	22	583,000	23	531,000	31	-1%
Cooks Hill	1.1M	22	1.17M	29	1.0M	40	-0.9%
Waratah	534,000	26	578,000	22	505,000	28	-5.4%
Hamilton	725,000	21	762,000	29	644,000	42	-11.2%
Merewether	1.17M	24	1.24M	30	1.11M	44	-5.10%
Mayfield	520,000	20	582,000	20	521,000	30	0%
Mt Hutton	415,000	28	467,000	20	457,000	33	+10.1%
Elernmore Vale	501,000	26	525,000	32	490,000	34	-2.2%
Kotara	578,000	24	615,000	16	567,000	36	-1.9%
Wallsend	469,000	23	494,000	25	441,000	35	-6%
New Lambton	657,000	28	686,000	26	632,000	37	-3.8%
Adamstown	668,000	22	698,000	24	633,000	35	-5.2%

Want to know more regarding your specific suburb? Call or Email to enquire.

Please note: market statistics are based on Rp Data Core Logic during the stated periods. We have in preparing this document used our best endeavours to ensure the accuracy of all the information provided, we accept no liability or responsibility for any errors and recommend all recipients make their own enquiries to verify any information given.

4 Youll St Wallsend

 2  2  1



Listed Price \$459,000 - \$469,000
SOLD PRICE \$449,000
 Views Online 2194
 Days on market 60

1/102 Wallsend St Kahibah

 3  2  2



Listed Price \$629,000
SOLD PRICE \$585,000
 Views Online 2848
 Days on market 71

18 Robert St Mayfield

 3  1  2



Listed Price \$565,000 - \$595,000
SOLD PRICE \$585,000
 Views Online 2785
 Days on Market 31

42a Tennent Rd Mt Hutton

 4  2  2



Listed Price \$599,000
SOLD PRICE \$582,500
 Views Online 1729
 Days on Market 43

4/43-45 Hexham St Kahibah

 3  1  2



Listed Price \$485,000 - \$525,000
SOLD PRICE \$510,000
 Views Online 1430
 Days on Market 29

195 Broadmeadow Rd Broadmeadow

 4  1  2



Listed Price \$650,000 - \$690,000
SOLD PRICE \$751,000
 Views Online 4411
 Days on Market 30

7 Waratah St Kahibah

 2  1  1



Listed Price \$580,000 - \$625,000
SOLD PRICE \$626,000
 Views Online 1415
 Days on Market 14

134 Gordon Ave Hamilton South

 3  2  1



Listed Price \$880,000 - \$930,000
SOLD PRICE \$880,000
 Views Online 2565
 Days on Market 29

22 George St Mayfield East

 2  1  1



Listed Price \$495,000
SOLD PRICE \$485,000
 Views Online 2458
 Days on Market 43

Important changes to lending, does your home loan need a health check?

"More good news for property investors, first-time home buyers and upgraders. APRA has scrapped the 7% home loan buffer (which was much higher than the actual rates of <4% available on the market).

Banks will now be allowed to set their own minimum assessment rates (as long as it's more 2.5% on top of the actual rate) This means that people will likely soon be able to borrow more when buying.

How much more? For a family of four on an average income, a drop from 7.25% to 6.00% could mean an increase in borrowing power of more than 10% - from \$559K - \$636K. A figure that could mean the difference between an 'okay' property and a 'perfect' property.

This change is also welcome news for any property investors wanting to take advantage of historically low interest rates.

Changing lenders won't be as difficult as it has been over the last couple of years. Some investors have been saving up to \$500 per month in interest repayments.

If you are interested to know more about the recent changes in lending, or to check if you are getting the best rate for your loan we recommend to contact Brad for an obligation free chat.

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Prepare Your Garden in Winter, Relax in Spring!

If you like your gardens to look good but you don't want to spend every weekend working in them, then these 5 steps for Winter gardening are for you!

Devote a few hours outside this month enjoying the winter sunshine and you'll be rewarded with thriving, easy-care gardens by Spring!

1. Pesky Weeds

Winter is the best time to get on top of those pesky unwanted weeds. If they are bad now, they will be worse in Spring! Make sure you remove all roots, bulbs, seeds and flowers.

2. Dead Foliage

Remove all dead foliage that is still attached or at the base of your plants. This will improve air circulation and free up space for new growth. Not only does this look better but helps plant resistance against pests and disease.

3. Proper Pruning

When pruning, cut just above new shoots and constantly stand back to ensure a nice even shape. Good pruning



encourages flowering, vigour and new growth.

4. Good Soil

Organic matter, like compost and manure, is the key to successful gardens. Our horticultural business needs to get results fast, so we always add a compost-based soil with slow release fertiliser to the gardens we work in.

5. Magic Mulch

Mulch suppresses weeds and holds in moisture. For veggie patches, small areas or annual garden beds, use sugar cane or pea straw mulch. For larger or more decorative gardens, our favourite in most situations is fine pine bark mulch.

Follow these 5 steps in Winter and your gardens will be thriving by Spring.

Christine Dodd

Horticulturist, Front Yard Blitzer

and Founder of Street Appeal Garden Solutions

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