

Stewart

ESTATE AGENTS

SELLING YOUR HOME IN WINTER

When discussing selling in winter we would discuss your homes aspect as generally West aspect homes are best sold in Winter and you would usually avoid selling a South facing home in winter. We would also discuss staging options, presentation best time of the day to showcase the home etc.

Ultimately, it all comes down to supply and demand and generally speaking there are less homes for sale in winter. Currently the demand for homes is unprecedented hence if you are considering selling, now is the time regardless of what season we are in and what aspect your home is.

Does your driveway or pathway need a gurney or weeding? The last thing you want is an unkempt outdoor area. Take a step back and look at the outside of your home with fresh eyes. Raking leaves, mowing the lawn, and pruning bushes that may contain dead flowers will breathe life into the garden. A few potted winter flowers will also help make the exterior of your home look more vibrant.



Use light to your advantage. On dark winter days, you may not have as much natural lighting as you would usually have. In addition to cleaning your windows and pulling back curtains, you'll also want to make the most of artificial light. Turn on all of your lamps and lighting fixtures to banish dark corners from the home and give the place a cosy glow. Lighting candles can also add ambience, especially in bathrooms.

COFFEE MORNING—SUN VALLEY PARK

We had a fabulous turn out at our coffee morning on **Saturday 15 May** where we offered free coffee and donuts!

Karen from **Ashmore City Vets** was also there, handing out pet goodie gift bags.

Thank you to all that came—Don't miss the next one

Benowa Waters—Kelly Park 5 June 8—9am

Ashmore—Sun Valley Park 12 June 8—9am



CONGRATULATIONS

RAY MILTON!

Ray was the winner of our Rick Shores voucher for guessing the number of marbles in the vase on the night of our new office launch. (210)

DID YOU KNOW?

Ray was the REIQ Agency Practice Advisor and Manager of Business Standards. Ray is a well known and respected member of the Gold Coast Community and a local resident of Broadbeach Waters.



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THIS MONTH'S ISSUE INCLUDES

EOFY Health Check

Selling in Winter

Recent sales in your
Area

IS IT TIME TO HAVE A HEALTH CHECK ON YOUR HOME OR PROPERTY PORTFOLIO

With the **EOFY** fast approaching many of us are taking stock of our finances. For some this is also an opportunity to do a health check on their home or investment portfolio. Is your investment property costing you money? Is it time to take advantage of the unprecedented hike in buyer demand causing house prices to spike? How long will this last? No one can answer that question but maybe this old saying may apply to you.

"Strike while the iron is hot"

Have you been putting off upsizing, downsizing, or selling that investment property that is just not working as hard as it was for you? If you are selling in the same market, it's all relative. Yet, its always a huge advantage to sell an investment property in a hot market. Time to talk to your TAX accountant, finance adviser or real estate agent .

At Stewart Estate Agents we are ready to jump into action whenever the time is right for you.

WE WILL SQUEEZE THE LEMON FOR YOU !



There is no question that if you list your property today, you will have multiple buyers wishing to buy it. Hence, it has never been more important to have an agent that is working for **YOU** to get you the best price, not just a quick sale. We will squeeze the lemon and extract the juice and the pips out to ensure no money is left on the table.

RECENT SALES IN YOUR AREA

BENOWA

32 Collins Crescent	\$ 850,000
122 Bamboo Avenue	\$1,055,000
5011A Riverwood Gr	\$1,105,000
16/21 St Kevin's Ave	\$ 449,000

BENOWA WATERS

4 Roderick Court	\$1,015,000
6 Renate Way	\$1,090,000
65 Deborah Avenue	\$1,110,000
104 Cabana Blvd	\$3,000,000
45 Cabana Blvd	\$1,417,000

SORRENTO

5 Blair Athol Cres	\$1,305,000
8 Kerry Court	\$2,000,000
59 Boomerang Cres	\$1,220,000
12 Balmoral Avenue	\$1,165,000

ASHMORE

9 Midgera Street	\$1,670,000
12A Lindal Street	\$ 850,000
60 Horizon Avenue	\$ 935,000
21 Glenmore Drive	\$1,425,000
34 Maralinga Drive	\$ 700,000

BUNDALL

2/110 Slatyer Ave	\$ 810,000
2/23 Heeb Street	\$ 630,000
1/27 Heeb Street	\$ 850,000
57 Allawah Street	\$1,045,000

WHAT WOULD YOUR
HOME BE WORTH IN THIS
UNPRECEDENTED MARKET?