

PROFESSIONALS NEWS



How Much Will Your Home Sell For?

Detox in February with the Febfast Challenge



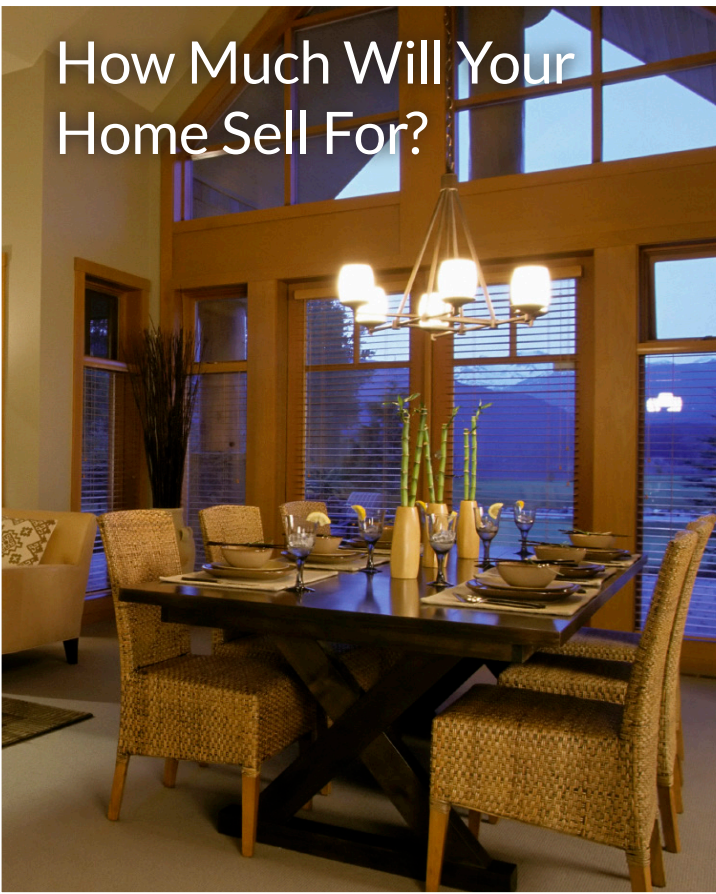
Tips To Help You Own Your Home Sooner.

Australian interest rates are currently at an all-time low and are expected to go even lower in 2015, giving Australian homeowners the perfect opportunity to pay off their home before their loan term is up.

- 1. Fortnightly payments** - Check with your lender to see whether you can make fortnightly payments. By making fortnightly payments instead of monthly payments you can cut down on the amount of interest you end up paying over the life of your loan.
- 2. Don't pay the bare minimum** - By paying as little as an extra \$20 or \$50 a month you can help reduce the amount of interest you end up paying overall.
- 3. Make the most of windfalls** - If you've received a lump sum payment such as a tax return or work bonus, then you can place this in your mortgage account and potentially help cut years off of your loan term.
- 4. Use an offset account** - The money placed into an offset account is used to offset the balance of your home loan. A lot of people have their wages paid into this type of account, and if you can keep a decent amount of money in it, you could cut years and thousands of dollars from your loan.
- 5. Review your home loan** - Mortgage products change regularly, as does your financial situation, so you should constantly be reviewing your home loan. It is recommended that you seek the advice of professionals before making any major financial changes, as they will know all of the details relating to your individual financial situation.

Equity is the amount of money in your home that you actually own.

How Much Will Your Home Sell For?



Our real estate agents are asked this question on a daily basis, however the answer is never a simple one and will depend on a number of factors.

When you call up a Professionals real estate agent for a property appraisal they will look at the quality, look and feel of your home and compare your home to other homes currently on the market as well as similar properties that have recently sold in the area.

While each and every home is unique, a comparison with other homes will help to a) gain a better appreciation for what your house would be up against if it were to be put on the market, and b) understand the dollars comparable properties have been actually selling for.

Typically a house will achieve its best price in the first 4 to 6 weeks of being on the market. New properties are generally more attractive to buyers and so you're likely to get most internet hits and Open House inspections during this period. It's for this reason that your property needs to be ready to sell from Day 1. Take the advice of your real estate agent and ensure your house is priced realistically, and presented beautifully so as to appeal to buyers.

Once offers start coming in, your real estate agent will be able to guide you and help negotiate with buyers so you end up with a price that you're happy with.

If you're interested in receiving a property appraisal or any advice about selling your home then find a Professionals Real Estate office today and we'll help you sell your home for the best price possible.



Detox in February with the Febfast Challenge

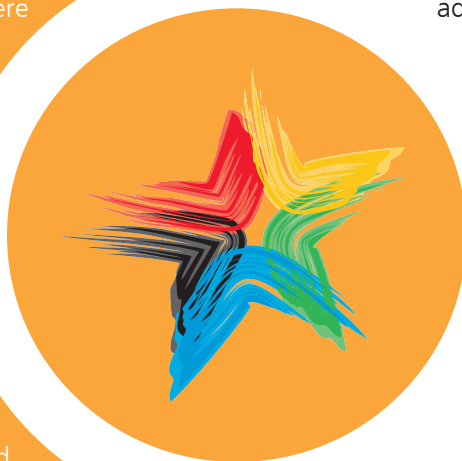
December and January are typically months full of indulgence - there's lots of feasting and drinks to celebrate Christmas and the New Year and just when you think it's all over, along comes Australia Day and BBQs and beers with friends.

That's where FebFast comes in. Febfast is hoping to be the ultimate hangover cure by encouraging Australian's to take a break from alcohol, sugar, caffeine or digital overload for 28 days to raise money for young people struggling with drug and alcohol addiction.

You can pick any detox challenge that you like and ask your friends and family to help you out by donating or by buying you a 'time out pass' so that you can have a little treat - just try not to have too many!

Febfast is unique in that everyone in the family can get involved. Typically these types of challenges are related to alcohol only, however maybe you need to cut back on sugar, or the family could do with a break from technology.

Whatever you think you need to take a break from, make February the month that you'll try to give it up and head to **febfast.org.au** where you can find all further details.



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