



## Presentation Tips for Selling Your Home During Winter



Yes it will definitely be colder and attempting those last minute repairs can be very irritating in the rain but we are forgetting one fundamental piece of information – when the weather is cold where do you most want to be? The answer is in a warm (and stylishly furnished) home! So when you're presenting your property during the colder months, empathise with those freezing buyers walking the streets inspecting property and aim to make your home the cozy salvation they remember.

Like any endeavor to sell property, you will be faced with challenges. Although winter challenges can be predicted to include elements such as rain, mud and leaks. You will need to combat these elements and challenge yourself. Get creative and get into the mind of your buyer. This is the season when staging your home and utilising your sense of style, can create that unique selling point that can be the deciding factor for a buyer.



**“Discover the Value of your Property”**

**hodges.com.au**

## Market Report



### Rate drop to invigorate market

Experiencing the worst market conditions in decades, the property industry expects the recent 50 basis point cut to be a catalyst for a slow and steady recovery of the market.

Real Estate Institute of SA chief executive Greg Troughton was pleased that three of the big four banks have cut their rates, but stated it would take time for the reduction to translate into home sales.

### First home owner stamp-duty cuts

The recent State Government budget includes the provision of \$65M to fund the increase of stamp duty cuts for first home buyers from 20 to 30 per cent on 1 January 2013 is welcome, given the severe economic constraints the government faced in this Budget.

### Pre-auction offers

So far this year, 18 per cent of all auction sales have been sold before the day of the auction; this compares to 19 per cent at this time last year. If you do make an offer, it has to be an attractive one that gets the vendor's attention and convinces them not to wait 'til the day of the auction.

There are several things you can do to make the offer attractive: first, put the offer in writing; secondly, attach a time limit after which the offer expires. In some cases, presenting the offer along with a cheque for the deposit can really show the vendor that your offer is serious and that they may be better off not waiting 'til the auction.

## Recent News

### New Staff Join the Mentone Team

Hodges Mentone would like to welcome two new staff to the team. Kirsty Venning joins the sales team as a property consultant specializing in the Parkdale area East of Nepean Highway. Kirsty has previously worked locally and has an intricate knowledge of the Parkdale area.

We also welcome Suzanne Eriksen to the team. She will be joining Kerryn in the sales team as an assistant helping Kerryn with her database and day to day tasks.

### Property Management Peaking

The Mentone Property Management team has grown significantly in the past few months. The Mentone office now has 5 full time Property Managers and 1 full time Business Development Manager for Property Management. The team aims to reach 1,000 properties under management within the next 3 months which would be a fantastic achievement.

### Easter Colouring Competition

Over the easter period, the Mentone team conducted a colouring in competition for all local residents. The competition resulted in an enormous amount of entries being received and the front window of Hodges being a wash with colour.

There were some amazing entries from some very talented kids. The winners were very happy with their prizes and we look forward to the competition next year.

## Recipe Pea and Ham Soup



### Ingredients

- 1 300g dried split green peas
- 2 2 onions, chopped
- 3 1 large carrot, peeled, roughly chopped
- 4 2 celery sticks, chopped
- 5 2 tsp dried thyme
- 6 1 tsp dried basil
- 7 1L (4 cups) chicken or vegetable stock
- 8 1 ham bone or 2 smoked ham hocks\*
- 9 150ml thin cream

### Method

1. Place the peas in a large bowl and cover with cold water. Cover and set aside overnight to soak.
2. The next day, drain the peas and transfer them to a large saucepan or stockpot. Add the onion, carrot, celery, dried herbs, stock and 1 litre (4 cups) of water. Stir to combine, then add the ham bone or hocks. Bring to the boil, skimming any scum that may appear on the surface, then reduce heat to low, cover and simmer for 1-1 1/2 hours, stirring occasionally. Remove the ham bone and set aside. Allow the soup to cool slightly, then blend in batches. Return to the pan and add the cream. Taste and season with salt and pepper (taste before seasoning as the ham bone may have made the soup salty). Pour the soup into thermos flasks if transporting.

## what our Clients Say



We felt Hodges had an edge over the competitors, with their superior open for inspection schedule, extensive buyer database and individual web sites for each property

L & P MANUEL



Outstanding campaign which was articulately arranged and serviced. Attention to detail was exceptional. We sold for approximately 10% more than anticipated in a difficult market

B BIACKALL



The Hodges team have looked after me as a purchaser, then a landlord and then a vendor with charm, skill, enthusiasm, professionalism, respect and good humour. Every aspect of dealing with the Hodges bunch has been an absolute joy.

I BRASH

what is your home  
Worth?

“Discover the Value  
of your Property”



# Recent Outstanding Results



## It's time to make your dream a reality.

This majestic family residence directly across from the beach offers magnificent interior and outdoor living spaces overlooking Port Phillip Bay, four or five spacious bedrooms and a host of luxury extras.

## Mentone

92 Beach Road

SOLD \$1,600,000



## Opportunity knocks, generous space, great location.

Beautifully located home in walking distance to Mentone Village, shops and supermarkets. This refreshed two bdrm unit boasts new carpet throughout and accommodation of generous proportions.

## Mentone

2/1 Salmon Street

SOLD \$485,000



## Presentation perfect and ideally located.

Warm & cosy in winter, bright and airy in summer, this brick veneer home in Parkdale is an excellent starting point for a couple or young family. It's in a great position, corner block on no-through road, close to Parktone Primary & Warren Rd

## Parkdale

35 McSwain Street

SOLD \$597,500

## Staff Profile



**Andrew Plousi**

Director

0411 799 023

**Andrew's meticulous approach is tailored to each of his clients' needs. Time after time he accomplishes premium results which are second to none.**

Andrew's dedication to his clients and to real estate is evident in his consistent superior performance. Andrew has powerful negotiating skills which have earned him an impeccable sales record. His auctions are electric; his passion extraordinary. Andrew is one of the most prominent auctioneers in Mentone, and arguably the finest. Andrew maintains strong working relationships with all of his clients whom he keeps well informed during the buying or selling campaign and beyond.



**Bianca Wilson**

Property Consultant

0406 910 780

**Bianca's people skills, strong will and determination to assist clients achieve their individual property-related goals are the hallmarks of today's new breed of real estate professional.**

Positive, highly motivated and an excellent communicator, Bianca is committed to providing her clients with exemplary customer service. Being involved with real estate sales and leasing for a number of years has given Bianca an in-depth knowledge of the industry she is so passionate about. "I love working with people from various walks of life and I take being entrusted with the sale of their most significant asset as a real compliment.

# hodge

## Beaumaris 3193

12 East Concourse  
t 9589 6077

## Bentleigh 3204

361 Centre Road  
t 9557 7891

## Brighton 3186

251 Bay Street  
t 9596 6066a

## Chelsea 3196

401 Nepean Highway  
t 9772 4888

## Commercial 3186

251 Bay Street  
t 9591 6588

## Frankston 3199

487 Nepean Highway  
t 8781 4500

## Geelong 3218

Suite 7, 95 - 103 Pakington Street  
t 5222 7772

## Mentone 3194

44 Florence Street  
t 9584 6500

## Mt Eliza 3930

Level 1, 65 Mt Eliza Way  
t 9787 2600

## Sandringham 3191

10 Bay Road  
t 9598 1111

## South Yarra 3141

1/657 Chapel Street  
t 9827 7494

## St Kilda 3183

300 Carlisle Street  
t 9527 5563



hodge.com.au