

Auction Bidding Tips

With the number of residential auctions being conducted each week currently sitting at about 900, it is timely to offer some tips about bidding.

Before the day of the auction, ensure you've set a budget and reviewed the Contract of Sale and Vendor's Statement.

On the day of the auction, arrive early and make a final inspection of the property, check the auction rules, which should be on display 30 minutes before the auction.

Whilst it is advisable to have a bidding strategy, the auction is an inter-active process which means you will need to remain flexible and adaptable.

Stand where you can see the auctioneer and they can see you. Make your bids clear by announcing them and raising your hand.

The auctioneer will suggest bidding increments – for instance \$20,000 or \$10,000. Whilst you are able to ask if they will accept a lower increment, the auctioneer has discretion on their client's behalf.

Whilst most auctioneers announce that the property has reached or passed the reserve, there is no requirement to do so.

Being the final bidder is vital. It means you will either have the property knocked down to you or – if under the owner's reserve – you will have secured the exclusive first right to buy at the vendor's reserve price.

How long do you have to negotiate with the owner? This may well depend on whether you are prepared to accept the owner's price; if you are not, the owner may end negotiations with you immediately and begin negotiating with another party.



Aspendale Gardens
Shop 13 Aspendale Gardens S/C
9587 6211

Dandenong
4 Langhorne Street
9794 8811

Keysborough
4/320 Cheltenham Road
9701 8611

Mulgrave
Shop 21 Waverley Gardens S/C
9548 3011

Springvale
287 Springvale Road
9546 8211



A Christmas Reflection



JOHN & LE HOA WYSHAM
MANAGING DIRECTORS

In contemporary Australia, the Christmas season is widely associated with family gatherings, gift-giving and holidays in the sun, sand and surf.

Yet its true meaning originates from an obscure event, about 2000 years ago, in a distant province of the Roman Empire. A baby was born in poverty in a stable in Bethlehem, because there was no room in the local inn.

Today, Christianity is but one of a variety of faiths in our diverse society, yet the sentiment behind this story transcends religious or sectarian bounds.

Our own business is a great example of this. We are a bit like the U.N., with a vast cross-section of nationalities on our team. With that comes a diversity of religious and cultural backgrounds also. Christianity, Judaism, Islamism, Buddhism, Hinduism and more have all been represented among the team members at McDonald Real Estate this year!

The wonderful thing is, that despite this diversity of faiths, there is a real spirit of giving, a heightened sense of goodwill among our people at this time of year. We celebrate being a team; we get together and really enjoy each other's company. Most of all, there is respect for one another.

That's the sort of ingredient we need for peace on earth.

The Management and Staff of McDonald Real Estate wish you and your family peace and happiness for the festive season and throughout 2010.



Summer Days Are Salad Days (Warm Lamb Salad)

Serving size: Serves 4
Cooking time: Less than 30 minutes

Ingredients:

- 100g mixed salad leaves (see tip)
- 1 lebanese cucumber, thinly sliced
- red onion, sliced
- red capsicum, seeded and sliced
- tablespoon chopped mint
- tablespoon chopped coriander
- 500g lamb back strap

Dressing

- 1 tablespoon soy sauce
- 1 tablespoon lemon juice

- 1 tablespoon oil
- 1 teaspoon fish sauce
- 1 teaspoon brown sugar
- 1 garlic clove, crushed

Method

1. Combine salad leaves, cucumber, onion, capsicum, mint and coriander in a bowl.
2. Make dressing by whisking together soy sauce, lemon juice, oil, sauce, sugar and garlic in a jug.
3. Preheat chargrill on high. Cook lamb for 3-4 minutes each side, until cooked to taste. Rest, covered for 5 minutes.

Slice and toss through salad with dressing. Tips: If desired, omit salad leaves and wrap salad in moistened rice paper wrappers. Cellophane noodles can be added to salad if liked.



Top 5 Summer Events

ISAF Sailing World Cup
Melbourne is preparing to celebrate a showcase of world class sailing as the city plays host to the first leg of the ISAF Sailing World Cup, on Port Phillip Bay.

Venue: Sandringham Yacht Club
When: 14 - 19 December 2009



Boxing Day Cricket Match
The traditional Boxing Day Test at the MCG is the most anticipated cricket match each year in world cricket and this year will be no exception.

Venue: MCG
When: 26 December 2009



Australian Open 2010
The world's best tennis players took centre stage at Melbourne Park for the first Grand Slam of the year. For the tenth consecutive year, attracting more than half a million patrons.

Venue: Melbourne Park
When: 18 - 31 January 2010



St Kilda Festival
Now in its 30th year, St Kilda Festival is one of Melbourne's most loved events. It utilises St Kilda's stunning foreshore and celebrates the cream of Australia's musical talents.

Venue: Ackland St, St Kilda VIC
When: 4 - 26 September 2009



MSO 2010
Each year the Orchestra performs to more than 250,000 people, at events ranging from the annual series of Sidney Myer Free Concerts to its Classic Kids concerts.

Venue: 120-130 Southbank Blvd
When: 9 - 25 October 2009



Spreading our Wings

One of the joys of having a large and skilled sales team is the ability to provide really great marketing services to an ever-widening range of suburbs.

Some of our sales last Spring demonstrated this superbly.

Not only has our service area become diverse; but we have also created record results for our vendors. Here are some recent examples:

Wheelers Hill:
36-38 Darlington Road was auctioned and sold on the day for \$1,148,000 – a record for the street.



Mentone:
3/26 Olive Grove was a 1970's style 2 bedroom unit which sold at auction for a record \$360,000



Rowville:
154 Seebeck Road sold for a record \$700,000 under the hammer.



Carrum Downs:
30 Protea Street – a compact "over 55's" unit sold for a strong \$235,000



With a large, selectively-appointed and perpetually trained team, we are enabling more people across Melbourne's east, south-east and bayside to experience our expertise.

Holiday Security Precautions

A house left empty for some time is a prime target for intruders because the chances are they will not be disturbed and any offence will go undetected for days, perhaps weeks.

When you go on holiday it is important that you do not leave behind any clues that will tempt an intruder. These guidelines will help you reduce the chance of your house being broken into whilst away.

Give your house a "lived in" look by taking the following steps:

Check all doors and windows are securely locked, and take all keys with you, or leave them with a trusted friend.

Ask your neighbours to watch out for visitors, collect junk mail and newspapers.

Ask your neighbours not to tell visitors that you are away.

Arrange for a neighbour or friend to mow the lawn and regularly water plants.

Arrange for mail to be held at the Post Office, or collected by your neighbour.

Cancel all deliveries, especially milk and papers.

Install electrical timers. Also use electrical timers to tune your radio to a talk-back program during the day.

Disconnect the electrical supply on radio controlled or electronic garage doors and use a strong auxiliary keyed lock instead.

Leave some clothing on the line.

Turn down the volume of your telephone or have calls redirected and don't leave a message on an answering machine that tells callers you're away.

Advise local police of your absence, providing address and contact telephone number.

Install self-activating external lights.

Check the yard to ensure that no ladders or tools are accessible and securely lock your garage; most break-in implements are found there.

Ask neighbours to contact the police if they notice anything suspicious.

If leaving your vehicle at home secure the vehicle.

Ask a neighbour to park their car in your driveway at odd times.

If you are a member of the local Neighbourhood Watch Program inform your neighbours and Block Co-ordinator that you will be away.

A good neighbour can be as effective as a police patrol in protecting your home while you're away.

Remember; a home with a lived-in look will be the least likely to be the target for burglary.



Melbourne's Housing Market: How we're performing on the world stage

While housing markets in the world's leading economies embark on the slow road to recovery; Australia – and particularly Melbourne - has emerged one of the top performers.

A recent survey showed Australia's housing market recovery was the second best performer on a global basis, with house prices climbing 4.9 per cent nationally since the third quarter last year, according to Global Property Guides.

Darwin had the highest price increase among Australia's eight capital cities, followed by Melbourne and Canberra, with the upsurge partly fuelled by a genuine housing shortage.



Israel was the top performer (go figure!) with house prices rising 10.2 per cent over the same period.

New Zealand experienced a more modest increase of 2.0 per cent.

Despite growth in some markets, more countries experienced house price falls (17 countries) than increases (10).

But whatever you do, stay away from investing in Latvia – it had the most disastrous performance with prices dropping a staggering 59.7 per cent!



Other areas where the local agents must be doing it tough include the UAE (-48.1 per cent), Bulgaria (-28.7 per cent), Iceland (-21.2 per cent), Russia (-19.5 per cent) and Slovakia (-15.3 per cent).

Now, aren't you glad you live in Melbourne?



Where The Smart Money Is Heading

Those who watch for investment opportunities are already flocking towards the **residential investment property market** with great gusto and enthusiasm!

Why? The combination of rising interest rates, a substantial increase in the rate of population growth and a resultant, acute undersupply of housing are predicted to force rents to jump by 7 per cent in some parts of the country and at least 5% in Melbourne.

Whilst this is sobering news for tenants, it is a great opportunity for those in a position to invest.

According to figures released by BIS Shrapnel, the national average yearly rental growth is forecast to be 5.8 per cent, resulting in rental households passing an extra \$1.9 billion to landlords each year.

A reduction in the construction of new medium and high-density housing was said to be a contributing factor for the rising rental rates.

Starts of about 30,700 medium and high-density housing units in 2009 represent an annual decline of 30%.

Even if some improvement in construction starts were to occur in the near future, it would

be some time before the supply became available as most projects take 12 to 18 months to complete.

The rush to buy a first home was another factor adding to the pressure on rental markets.

First-home buyers moving out of the family home and purchasing a former investment property will have actually reduced the available rental stock.



Considering Selling? Get a Sizzling Summer Sale!

Summer in the City (of Greater Dandenong and surrounds) is always a busy time for Real Estate. Lots of people have time off work and seriously look to buy. This means sellers often get strong competition for their properties and thus higher than expected prices. So, if you're thinking of selling, our professional sales team at McDonald Real Estate can help.

Call us now for a free, accurate market appraisal of your asset. You may be pleasantly surprised!

Le Hoa Wysham: 0418 566 133 John Wysham: 0418 322 618 Mark Richardson: 0408 399 166 Michael Choi: 0431 063 855

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Local Legend Joins Our Dandenong Team

Irene Athanasiadis joined McDonald Real Estate Dandenong in November.

"It feels like coming home" Irene recently remarked of her decision to join the McDonald Real Estate team.

Irene Athanasiadis has a legendary reputation as a Sales Consultant Extraordinaire in the Dandenong district and surrounds, and the merging of her considerable talents with the McDonald brand is a perfect move for both her and the McDonald group.

Since migrating to Australia, Irene has lived, worked and raised her two children in Melbourne's South-East, and has had a continuous presence in the Dandenong district for over 30 years.

It is this amazingly long local history that gives Irene her deep and thorough

understanding of the local Dandenong region and its diverse communities.

Her record as a professional Sales Consultant is nothing short of dazzling, with numerous awards over recent years which have consistently placed her in the top echelon of professional sales producers not only among her Victorian peers but also as a Top 2 performer along the South-East coast of Australia!

Irene's passion and dedication are superb. It is hard to imagine any Sales Consultant could have sold more properties in Melbourne's south-east than Irene over the past 12 years. She is a Real Estate Superstar by every measure.

Living and breathing Real Estate means that Irene also believes in it, and has invested in property over the years. This gives her the credibility to assist would-be

investors in selecting and securing the right property, bringing her years of personal experience to each transaction.

We warmly welcome Irene to our team.



Irene Athanasiadis
Sales Consultant
Call: 0407 315 911

