

Summer has arrived so we suggest some environmentally-friendly tips for keeping your home cool and your energy bills down. We also look at recent changes in the property market, and why December could be a wise time to look at property. Finally, we wish you a Happy Holiday, and the very best for 2011! ~ Kyle Martin

Property News

Should I Stay or Should I Go?

By Peter Sarmas
Street News

The last twelve months have seen consumers increasingly concerned about the affordability of property in metro Melbourne and rural Victoria. With low levels of stock in the first half of the year, coupled with tighter lending standards for developers and builders, the demand for property was far greater than the supply.

In the past few months, however, the market has turned around in Melbourne, as more sellers put their properties up for sale in a bid to sell before Christmas. This gives buyers much greater choice and opportunity in the market. But instead of adopting a more aggressive attitude towards buying, many consumers have become increasingly cautious. Is this well founded?

Over the past fifty years in real estate, we have seen that the industry is cyclical. Behaviours are dictated by consumer confidence, which leads to a herd mentality amongst buyers and sellers alike. So most

people buy when others are buying, thereby paying a premium for their property. Likewise, most sellers sell when others are selling, which results in property prices falling or remaining flat.

So what should you do in the current market? If you are thinking of buying a property, now may be the right time. Investigate your area, research prices and look for good value. Consider having a valuer look at properties that interest you.

If you are a seller, keep up to date with current sales in your area and inspect as many properties in your market as possible to compare. Listen to what the market in your area is telling you with regard to price and act accordingly.



Did You Know ...?

Keeping a Cool Home

By Danie King
Green Moves Australia

Summer is coming and we're all looking forward to days at the beach, barbecues and a cold beer!

But with the warmer weather also comes higher electricity costs as we deal with the heat in our homes. Implementing some of the tips below will help you to stay cool and reduce your bills over the coming months.

Make sure your windows are shaded from the outside using external blinds, shade cloth or trees. For every one sqm of glass the sun directly hits, the heat inside is radiated by over thirty-five percent. That's equivalent to one bar heater being left on per sqm of glass!

Try to let the hot air out. If you have ceiling vents or high windows open them, as the hot air rises it will vent out of the home helping to keep it cooler. Also use fans, as circulating

the air produces a cooling effect, and allows you to rely less on air conditioning.

To help your air conditioning to run more effectively, check the filters and have your unit serviced regularly. Seal the gaps in your home; ensure that there are no areas around windows and doors that the cool air can escape through.

Up the temperature on the thermostat. Instead of having the temperature set at twenty degrees, set it to twenty-four. It will still be cool, and for every one degree increased, you could save up to ten percent of the cost of your air conditioning.



Agent Profile



Before entering the Real Estate industry in 1995, Kyle studied civil engineering and worked for a housing construction company. His ability to communicate with clients and discover their housing needs were quickly noted by management, who transferred him to the sales team where his Real Estate career was born.

Dealing with people is what Kyle loves, especially at such a major time in their lives. Acting with total dedication, honesty, professionalism, and the burning desire to set new standards for service, marketing and results are the key features that Kyle believes have made him one of the area's leading agents.

With the belief that there are always new methods and opportunities to excel in this highly professional industry, Kyle is always at the cutting edge of new technologies, and insists on the best industry and personal training in his field.

Contact Us

If you would like more information, please call on one of the following numbers:
0408 392 822 or 9720 9711

If someone you know would like to subscribe to this newsletter, please email:
kmartin@barryplant.com.au

More information and properties can be found on our website:
www.barryplant.com.au/bayswater

Regards,

Kyle Martin
Barry Plant, Bayswater