

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SOLD IN 6 DAYS

\$13,000 Premium Delights



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Professionals Real Estate Group acknowledges:

Chambers Fleming Professionals Padstow as the Professionals No. 1 Office in Australia

"Sold" signs are always gratifying for both the agent and the client, but few more so than that which went up on 15 Bebe Avenue, Padstow after just six days on the market, a sale that was not only rapid but \$13,000 above the \$549,000 asking price.

The speed particularly struck a chord with vendor Ren Frilingos. It meant minimising the grief that naturally surrounded the sale of his recently deceased mother's home.

"When Belinda Ownsett from Professionals Padstow first walked in the door of our old family home in Revesby I was still deeply grieving for my mother," Mr Frilingos said.

When the time came to put the house on the market he moved quickly, but without any fuss, and the house was sold in a matter of days.

Ren had nothing but praise for Belinda's professionalism and compassion, citing her as a credit to the real estate industry as a whole.

Market reaction to the neat brick cottage underscored the return of investors to real estate in the popular suburb. During the brief six-day campaign more than 55 groups inspected the property with no fewer than seven buyers negotiating, many of whom were prepared to exceed the \$549,000 asking price.

Ultimately the successful buyer offered \$562,000. Belinda saw the result as a win win for all concerned.

"Mr Frilingos was able to get a painful process completed with a minimum of fuss while the buyer paid a fair price for a very solid asset that will quickly realise capital gains with a minimum of expenditure.

"As the builders say - 'it has good bones'. It also more than meets the real

Compassion Wins Praise



estate industry ideal in that it is a property with street appeal. Belinda went to some lengths to point this out to prospective buyers and thus generated the competition that saw the price rise.

"Young, inexperienced buyers aren't always sure what they are looking at, what makes a good buy. Once we pointed out the advantages in terms of the fantastic, convenient location, the solid nature of the home and the lost cost of capital improvements within such a structure, they quickly became excited.

"The 520m² block with rear lane access to a garage and carport is set in a quiet street only a short walk to the shopping centre, train station, schools and parks. The house itself is a solid, attractive

full brick property that will require little maintenance," Belinda said.

Whether as a rental or a family home, the property ticks all of the boxes, boasting three bedrooms an original bathroom, two toilets and a spacious formal lounge with separate dining area.

An older style kitchen had been updated and there is an appealing rear sunroom looking out onto a flat, expansive block.

Belinda said that in her 20 years in the family real estate business, this was one of her most gratifying sales as she had been able to help the family in more ways than one.

"Indeed, Mr Frilingos wrote us a lovely letter afterwards that I will treasure," she said.

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