

RealEstateNews

Attention All Home Sellers

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Do You Sell First or Buy First?

If you want to sell your home and buy another, which comes first - Selling or buying? There seem to be dangers whatever you choose.

The advice you receive from agents is often the advice which is best for the agent. The agents will tell you to sell first if they are going to be the selling agent or, if you are thinking of buying from them, you may be told to buy first. If you sell first, you have nowhere to live. If you buy first, you may not be able to sell - unless you sell fast and cheap.

So, what do you do - sell first or buy first?

The answer is neither: Do not sell first and.. Do not buy first.

Instead, *do them both at the same time*. It's the safest way. Plus, it gives you complete control with low pressure.

Here's how you sell and buy at the same time:

First, you place your home for sale (NOT AUCTION - it is almost impossible to sell and buy at the same time with auction.) It is easier for agents when sellers are forced to sell. But you are not going to be forced to do anything; you are going to do it your way. And you are going to win - without having anyone else lose.

Confidence

Here is a point which gives you great confidence - placing your home for sale does not mean



selling your home. If you put your home for sale, you can - at any time before you sign a contract with a buyer - change your mind. You are entitled to do this because, as the owner, you can sell under your conditions. Your condition is that you will not sell before you find another home to buy.

Your goal is to sign the contract to sell your home at the same time as you sign the contract to buy another home. This is a common method and if your agent can't help you, your lawyer will.

Once your home is for sale, your agent will tell buyers, that it is a condition of sale that you must find another home. Agents may claim that this will deter buyers, but this is a strategy often used by the best agents to protect home-sellers.

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LETTER FROM EDITOR



Dear Readers,

Welcome to the first issue of De Sousa Real Estate News.

To mark the celebration of our 40th anniversary, we decided to start publishing this newsletter that can be useful to our existing as well as future clients and customers.

We hope you find it interesting and a huge benefit, whether you are considering selling, buying or leasing any type of property.

If the team at De Sousa can assist you in any way, please feel free to contact us at any time on (02) 9519 7500.

Best Wishes,

Lou De Sousa

De Sousa 40th Anniversary Celebration

On the 40th anniversary of De Sousa Real Estate's inauguration, all of us here wish to convey a warm thank you for your trust and support.

Many things have taken place and many things have changed since the small office at Crown Street, Surry Hills was established on the 1st July 1970.

However the important factors like our focus on customer service and client satisfaction have remained steadfast.

In 1991, the office moved from Surry Hills to 155 King Street, Newtown, mainly due to the gentrification of the area and the increase in property prices.

More recently, premises were purchased and extensively renovated

10%
discount

at 81 Enmore Road, Newtown. This is where we are located today.

To help everyone celebrate this important point in our history we are offering a discount of 10% in our selling fee for every property listed during the month of July.

Once again, we thank all our past, present and future clients and customers for your trust and support.

One thing is for sure. We will always be striving to learn, improve and live by our motto:

GOOD PEOPLE + BETTER SERVICE = BEST RESULTS!

Attention All Home Sellers - *continued from page 1*

Before you find a buyer for your home, you may be tempted to go and look at other homes. If so, that's fine, provided that you remember this point - *inspecting homes for sale does not mean buying a home*. If you see a home you really like, then make it a condition of your purchase that you will not buy until you have sold.

If you are genuine in your intentions - the best agents will understand this and they will look after you. They will agree that the best thing for you is to get the highest price possible for your home at the same time as you buy the home which best suits you.

They will explain your conditions of sale to buyers and they will explain your conditions of purchase to sellers. Do not worry. This will work as long as you are not tempted.

The Golden Rule is: *Do not sign anything without speaking with your lawyer - or an independent and trusted adviser - first.*

One final point: Be reasonable, especially when it comes to price. Some people make the mistake of holding out for too high a price on the home they are selling and they lose the home they want to buy. Always measure both prices together -the home you sell and the home you buy.

A Summary of Selling and Buying Together

The solution to selling and buying at the same time can be summed up in four simple stages.

Stage 1. Find a Buyer.

Finding a buyer for your home does not mean selling your home. It means you have found a buyer who will accept your condition of you finding another home before you sell.

Stage 2. Find a Home.

Finding a home does not mean buying a home. It means you have found a home

where the seller will accept your condition of selling your home before you buy.

Stage 3. Match Finances.

Once you have found a buyer for your home and you have found a home to buy, you have to make sure there is enough money from your sale to cover your purchase.

Stage 4. Sell old home. Buy new home.

This is the final stage of selling and buying at the same time. It is the perfect solution with no risk and low stress. If the finances match, you sign a contract to sell at the same time as you sign a contract to buy.

Make sure, of course, that the conditions of both contracts are the same, especially the 'time conditions'. You don't want to spend two weeks in a motel. A good real estate lawyer will help you.

Selling and buying, at the same time, can be simple, safe and pleasant.

If you are thinking of selling

 **02 9519 7500**

anytime.



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What's In a Name? Newtown

In the 1840's Newtown was described like this: "a beautiful village of New South Wales, situated on the road to Cook's River, about three miles from the city of Sydney; it contains 323 houses and 1,215 inhabitants, of whom 631 are males and 584 females".

It is hard to believe that this inner-city suburb began its life as a farming area. Settlements sprang up along the Parramatta Road after officers of the New South Wales Corps were granted land in the areas now known as Camperdown and Stanmore. In 1794 Nicholas Devine received a grant of 120 acres (to which 90 acres were added in 1799), which ran from later Station Street south to the area of St Peters station. He called his property Burren Farm and today's Burren Street commemorates this early property.

Thomas Rowley's grant, near the present Australia Street, was called Kingston Farm, and a street and lane in Newtown still carry this name. Eventually two settlements grew up here: O'Connell Town at the end of Missenden Road, and one near the present railway bridge. When John and Eliza Webster opened a store here in a weatherboard building, they called it the New Town Store. By 1838 Newtown was the form used. It was an unpopular title, and as late as 1893, demands of the suburb to be called South Sydney were still being made.

By 1838 the population had increased to "877 Protestants, 364 Roman Catholics, one Pagan and one Jew". The area, always a mixed one, with working-class homes and large estates standing side by side, began to evolve as a busy workers' suburb, until, in 1923 it was described as a "thickly populated suburb adjoining the city, with numerous works and factories, and a splendid tram service every two or three minutes down King Street; fare 3d; also all night trams". The main street – King Street – was "wood-blocked for one and three quarter miles in length lined on both sides with shops, one of the

busiest suburban thoroughfares, and at the bridge is situated the station tramway depot". The municipality of Newtown was incorporated on 12 December 1862.

Some small shops of Newtown's early years were the birthplaces of larger stores in the city proper in the later years. Members of the families of Hordern and Marcus Clark (from 1883) at one time operated stores there.

St Stephen's Church of England in Church Street, off King Street, replaced a smaller St Stephen's on 13 acres of land in Stephen Street given by the O'Connell family. The



NEWTOWN

Municipality of Marrickville, City of Sydney

Location: 4.5 kilometres
South-west of Sydney on the
Main Suburban Line

new church was shared by Camperdown and Newtown. It was designed by Edmund Blacket (1817-83), and is regarded as one of his best designs. The foundation stone was laid in 1871 and when the church was consecrated in 1874 it opened free of debt. Its adjacent graveyard, on land purchased from the O'Connell's Camperdown estate, holds the remains of hundreds of early residents of Sydney.

The first burial was Sir Maurice O'Connell, whose remains were transferred from the Devonshire Street Cemetery in 1849. One mass grave is given to those drowned

in the wreck of the Dunbar. The captain mistook The Gap at Watsons Bay for the opening to Sydney Harbour and the ship was wrecked on 15 August 1857. Only one man survived, 23-year-old James Johnson; 122 others perished.

A character in Charles Dickens's famous novel *Great Expectations* is said to have been inspired by the fate of a Newtown resident, the daughter of Judge Donnithorne, who was jilted on her wedding day, a few years after her father's death in 1852. She became a recluse, locking her door against her friends and neighbours. The breakfast was never disturbed and remained set out until her death. Miss Donnithorne never left the house until carried to her resting place in the old cemetery of St Stephen's. It is believed that Dickens based the character of Miss Havisham on the legend of the judge's daughter.

When the Sydney to Parramatta Junction (now called Granville) railway line came through this suburb in the 1850's, a railway station opened opposite Station Street, on 26 September 1855. Originally it was named New Town, recognising the Webster's general store, but later the site was moved to the Burren Farm land, and the station's name became Newtown.

The official post office opened in 1854, and the first public school opened in Newtown in 1863.

Today Newtown is a busy inner-city suburb that has been favoured by immigrant families, and the interesting shops, cafés and restaurants of King Street reflect the suburb's mixed population. It also provides a home for some of those at the nearby University of Sydney and workers at Camperdown's Royal Prince Alfred Hospital. Newtown remains a densely populated residential suburb with some industry.

Extract from "The Book of Sydney Suburbs" Compiled and Edited by Frances Pollon. Published by Cornstalk 1996.



“I was exceptionally happy with De Sousa’s professionalism and honesty. Mike gave a market price and it sold above this price. Yes, that’s right! We achieved more than the actual asking price.

I’m extremely happy with the result. I would definitely recommend Mike and his colleagues to sell anyone else’s property.”

Jake Haub

PROPERTY MANAGEMENT

It’s not just collecting the rents;

- It’s choosing the right tenant
- It’s maximising your income
- It’s organising repairs and maintenance
- It’s looking after your property as if it was our own

FREE TRIAL!

To celebrate our 40th anniversary we are offering a 2 month free trial of our 5 star Property Management Service when you appoint us as your managers during the month of July.

**IF YOU ARE NOT HAPPY, JUST CANCEL,
AND IT WILL NOT COST YOU A CENT!**



Contact De Sousa Real Estate to discuss what we can offer you in the management of your property.

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