

# hodges. 100% Property

100% IS WHERE WE START

## Bentleigh Summer 2009

Welcome to Hodges 100% Property. In this summer edition we take an indulgent plunge at Rye's Peninsula Hot Springs and Spa, put the spotlight on water safety, list the bayside beaches that are patrolled by lifesavers and explain how it's possible to have spectacular colour in the garden but keep water use to a minimum. For landlords there are Hodges property managers' tips for presenting rental property to maximise the return on their investment and there are details of the major events and festivals that are on in our wonderful city over the summer months. Good reading and best wishes. Frank Ruffo Director

### The future looks promising

After almost two years during which the world's financial malaise was always hanging over our heads and economists were predicting dire consequences, enough positive signs have emerged to enable us to look forward to 2010 with renewed optimism. Hodges urges everyone to take extreme care on the roads during this busy time. We all think it will never happen to us but sadly, too many families are touched by the road toll. The team at Hodges would like to thank everyone who contributed to our success throughout 2009 and extend best wishes for a happy and enjoyable Christmas holiday season and success, health and happiness in the year ahead. We look forward to having you as a reader of Hodges 100% Property again in 2010.



### High demand and limited supply drives the market

Demand for homes in Bentleigh and the surrounding suburbs remained exceptionally strong throughout spring with the large numbers of bidders competing at every auction pushing prices close to record levels. Hodges' clearance rate of more than 96 per cent is significantly higher than the industry average for Melbourne which has ranged between 80 per cent and 85 per cent for most of the year. The shortage of supply saw properties in all price ranges keenly sought with \$1 million plus homes, homes with four or more bedrooms and properties on 600 square-metres - or larger allotments - with potential for redevelopment in postocde 3204 attracting the greatest interest. As is invariably the case when the market is buoyant, the ratio of auctions to private sales was consistently high at around nine to one.

"Vendors show a preference for auction on a rising market because, unlike private sales, there is no ceiling on price, consequently it boils down to the degree of competition between bidders that dictates the result," Hodges director Frank Ruffo said. History shows buyers are still in the market from mid-December until the auction season resumes towards the end of February. During this period in 2008/09, Hodges Bentleigh had 16 forthcoming auctions listed for late February, however, all but two of the vendors accepted prior offers. "Although there are fewer buyers around at that time of year they are more motivated and prepared to make substantial offers on a property that catches their eye, proving that the auction system still works to a vendor's advantage during the off-season."

## Take the plunge

The hypnotic tinkling of running water, gently wafting steam and the warmth of a mineral-rich thermal pool provide an idyllic setting for relaxation and rejuvenation. Like the historic and famous spa centres of Europe, Asia, the Americas and New Zealand, Peninsula Hot Springs and Spa offers the sensual experience of thermal bathing. Located at Rye - less than 90 minutes from Melbourne's south-eastern and southern suburbs - it is the first natural hot springs and spa centre in Victoria. Natural thermal mineral water flows at 50°C from its source more than 640 metres below the surface under its own pressure, resulting in pool temperatures ranging from 38°C to 43°C. The centre provides visitors with a variety of indoor and outdoor communal bathing experiences to enjoy while private pools and baths offer a secluded environment to enjoy along with a partner or in groups of up to five people. Bathers can add a personal touch by selecting milks, oils and other exotic additives to enhance their private bathing experience. Outdoors, a steamy bathing haven complete with central pool and covered grotto features a massaging waterfall pool, bubbling spa couch, a tranquility bath within the tea trees and an icy cold



plunge pool. After bathing, visitors can enjoy light, healthy and delicious meals accompanied by a cold beer or a glass of cool climate Mornington Peninsula wine in the casual relaxed atmosphere of the Peninsula Hot Springs cafe.

Open from 7.30 am to 10 pm daily, the centre offers all-inclusive dine and bathe packages for breakfast and dinner. Charges and details of the various packages and bathing options are listed on [www.peninsulahotsprings.com](http://www.peninsulahotsprings.com).

## Summer action

Melbourne comes alive during the warmer months and there's a wealth of sporting, cultural and musical events and festivals on offer over summer, including:

- Bayside Christmas Carols  
Dendy Park  
8 December
- Ford Fiesta Moonlight Cinema  
Royal Botanic Gardens  
17 December - 14 March
- Boxing Day Test  
Australia v Pakistan  
MCG  
26 - 30 December
- Summadayze  
Sidney Myer Music Bowl  
1 January
- Summer Fun in the City  
Various parks and gardens in the city  
January and February
- Australian Open  
Melbourne Park  
18 - 31 January
- Midsumma Festival  
Various venues  
17 January - 7 February
- Big Day Out  
Flemington Racecourse  
26 January
- Good Vibrations  
Sidney Myer Music Bowl  
1 February



- St Kilda Festival  
St Kilda Foreshore  
6 - 14 February
- Melbourne Symphony Orchestra  
Concert Series  
Sidney Myer Music Bowl  
Throughout February

To obtain full details of these events visit [www.visitvictoria.com.au](http://www.visitvictoria.com.au) or Google the title of the particular event.

## Make water safety a priority

Summer is great for outdoor fun but exercise care by the water, whether at the beach, private or council swimming pools, or inland waterways. Never take your eyes off children, don't swim alone and be mindful that water and alcohol don't mix!. Since the introduction of the Play It Safe By the Water campaign - delivered by the Victorian Government, Life Saving Victoria and a number of aquatic agencies - more than 10 years ago, there has been a dramatic decrease in the rate of drowning in Victoria. But despite the success of the campaign there is no room for complacency where water is concerned. Safety should be a priority when swimming in rivers as currents can be flowing faster than they appear while the water of lakes can be significantly colder beneath the surface and cause distress and lack of mobility. If in doubt about whether it is safe to swim in a river or lake ask someone who knows the area such as the proprietor of a general store or caravan park, nearby resident or the local police. Bathers are advised to always swim between the red and yellow flags at patrolled beaches. The following bayside



beaches are patrolled on weekends and most public holidays from Saturday 28 November to Monday 5 April 2010:

Aspendale, Beaumaris, Black Rock Brighton, Bonbeach, Carrum, Chelsea Longbeach, Edithvale, Hampton, Mentone, Mordialloc, Sandringham, St Kilda.

For additional water safety tips visit: [www.lifesavingvictoria.com.au](http://www.lifesavingvictoria.com.au)



## Responsible colour

Although Melbourne remains in drought, home owners can enjoy spectacular colour in the garden throughout summer while still being responsible with their use of water. The selection of annuals is the key and the first step is to choose hardy varieties that require minimum water. Old favourites - petunias, portulaca, zinnias and marigolds - can tolerate dry conditions and put on a spectacular show for weeks. Other annuals that are reliable and low water users include alyssum, shasta daisy, geraniums, gazanias and vincas. When planting seedlings create a small depression around the base of the plant to enable water to be applied directly to the root system. A liberal application of a wetting agent like Saturaid or Waterwise will improve water retention while a

two to six-centimetre layer of mulch stops the top of the soil drying out and minimises water loss through evaporation, adds nutrients to the soil and retards the growth of weeds. Organic materials such as pea straw, lucerne and bark are ideal for mulching but steer clear of using freshly-cut grass clippings as they can compact and generate heat while decomposing. There are also several types of compacted commercial mulches on the market that expand when they become wet. Most of the annuals mentioned are suitable for growing in containers and provide a welcome splash of colour to verandahs, patios and outdoor entertaining areas, but make sure you choose a premium brand of potting mix that includes a slow-release fertiliser and wetting agent.



## Good presentation boosts return

Vendors are normally attuned to presentation when selling their home. The reason for this is straightforward: it's designed to capture the imagination of a greater number of buyers. When there are more people interested in a property, competition for it intensifies and the vendor's chances of achieving a top result increase. The same principles apply to letting property as selling it, however, in many respects it is more important for landlords to work on improving the presentation of their property because, unlike the family home, it is an income-producing asset. There is a direct relationship between the presentation of rental premises and the calibre of the people applying for a lease. A rental property that presents well attracts better applicants who are amenable to paying higher rent and are more likely to maintain the premises in good condition, improving the owner's prospects of a higher capital gain in the future. On the other side of the coin, tenants in poorly maintained properties tend to have a "don't care" attitude which can result in the owner facing a substantial bill to bring the property up to scratch at the end of the tenancy. As well as having carpets

professionally steam-cleaned, drapes dry-cleaned, scuffed or grubby paintwork touched up and appliances checked to ensure they are operating efficiently, Hodges' property managers recommend professional cleaners be engaged to spruce up properties between tenancies. For a relatively small outlay investment properties can be made more appealing to the market and provide increased rental returns. The appearance of kitchens and bathrooms is a priority for prospective tenants. Experience shows that simple improvements like painting kitchen doors or replacing door knobs and re-grouting tiled areas and replacing silicone sealing in bathrooms adds value to a property. A more comprehensive facelift that includes work such as repairing unsightly cracks and painting throughout, re-carpeting, new window furnishings and light fittings, replacement of an old-fashioned upright stove and fitting a glass shower screen gives a property fresh new appeal and has the potential to lift rental yield by as much as 15 to 20 per cent. Hodges' specialist property managers are more than happy to provide advice on any aspect of presentation to owners of investment properties.



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### Our other offices

Beaumaris	Brighton	Commercial	Frankston	Mentone	Sandringham	South Yarra	St Kilda
12 East Concourse Beaumaris 3193 T 9589 6077	251 Bay Street Brighton 3186 T 9596 6066	251 Bay Street Brighton 3186 T 9591 6588	1/500 Nepean Hwy Frankston 3199 T 8781 4500	44 Florence Street Mentone 3194 T 9584 6500	10 Bay Road Sandringham 3191 T 9598 1111	1/657 Chapel Street South Yarra 3141 T 9827 7494	300 Carlisle Street St Kilda East, 3183 T 9527 5563

## Quirky facts

- Australia is the only continent occupied by one nation
- seaweed is a component of plastic
- men can read smaller writing than women, but women have better hearing
- ice is lighter than water
- Hillary Clinton regularly eats hot peppers to ward off colds
- the longest recorded flight of a chicken is 13 seconds
- Australia produces 95 per cent of the opals mined in the world
- Buckingham Palace has more than 600 rooms
- as a young man Elvis Presley worked as a truck driver for a company owned by Frank Sinatra
- an estimated 400 billion cups of coffee are consumed worldwide each year
- McDonalds hamburgers are made from mutton in India
- a person burns more calories sleeping than sitting watching TV

### BENTLEIGH

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