

DELIGHTFULLY DECO – EXHIBITION

Over 400+ objects sourced locally and from collections around Australia.



Albury Delightfully Deco, the largest temporary exhibition ever mounted by Albury City. Presenting the material culture of one of the most engaging, tumultuous and exciting periods of the 20th century. The exhibition is represented across both the Library Museum and Albury Art Gallery and is supported with a beautifully illustrated catalogue, Walking Guide to Albury's most important Deco buildings and a program of events that enhance the exhibition.

The exhibition promotes the types of interior decoration that were common in the 1920s and 30s; from the classic deco-green pedestal basin to the smoker's

stand and drinks trolley (the Deco period saw the birth of the 'cocktail hour') and commonly used household appliances. Many of the items on display will be familiar as pieces from your own house or a relative's - such is the enormous reach and influence of Art Deco. The exhibition also includes examples of the advances in technology especially cars, motorbikes (pictured), trains and planes. This was the era of the introduction of electricity as a common utility and Albury became alive with theatre, cinema, shop lighting and domestic power and lighting.

Come and enjoy the show from July 9 through to October 9.

CALLING ALL VOLUNTEERS

As the people of Albury-Wodonga may know, the Albury Wodonga Eisteddfod (AWE) is a not-for profit organisation that annually presents a three week competition for emerging regional musicians, singers, dancers, debaters, drama students and speech makers.

It is not possible to run an event as large or as long as this without volunteers. We need your help for music and dance. We are looking for volunteers to staff the tables in the foyer, monitor the doors to performances and sometimes to announce the names of the competitors or to scribe for the adjudicators.

Please contact Dance Coordinator Debbie on seeshell@harboursat.com.au or Music Coordinator Helen helenblack39@optusnet.com.au if you are able to help.

This year all events will be held in Albury at the Albury Entertainment Centre in Swift Street starting with Music on the afternoon of 24th July.

The AWE Committee are encouraging the people of the Region to be part of the 2011 Eisteddfod as a volunteer or in the audience to support the soon to be future talent of Australia.



• Students practicing for the Eisteddfod

Auctions Get Lower Prices

An Article by Peter Lees

Homesellers tempted to auction their homes should remember 4 words

AUCTIONS GET LOWER PRICES.

Never mind what you read in the papers, auctions are a financial minefield for consumers.

Despite the booms in many areas, thousands of home sellers are turning their backs on auctions and benefitting.

But there are still thousands of sellers who don't realize, until it's too late, what happens to them at auction.

They get a LOWER price, that's what happens.

If someone is trying to talk you into selling by auction, then before you sign anything, please read this.

NINE REASONS AUCTIONS GET LOWER PRICES

1. THE STARTING PRICE

It seems as if the price goes up at auctions. But that's only because it starts LOW. It's like starting the day with a massive hangover and saying that you are going to feel better as the day progresses. That's not a good reason to get drunk every night. Avoid drinking and avoid the hangover. You start the day in good shape.

2. RESERVE PRICE

The reserve price is the price at which the home can be sold. It's the lowest price a seller is prepared to accept and that becomes the central focus of the auction. If you are trying to get the highest price, do

NOT make your lowest price the main focus of the sale.

3. REPELS BUYERS

Research shows that more than 90 percent of buyers do NOT like auctions. It makes no sense to use a system of selling disliked by most buyers.

4. INCONVENIENT

One of the BASIC rules of marketing is: make it EASY for people to buy. Auctions do not make it easy. They make it hard. Many buyers see that a home is for auction, and if the date doesn't suit them, they don't even bother to enquire. The buyers that are lost in this manner are often buyers who would have paid thousands of dollars more than the auctions final selling price.

5. BARGAIN HUNTERS

Investors, property dealers and bargain hunters all know that auctions are one of the best places to find cheap deals in real estate. It is well-known that deceased estates and mortgagee sales are often sold for a "song" at auctions. Auction agents try to justify this by saying, "Look at the banks and government departments. They use auctions." But sale is more important than price.



Peter Drummond - Director Drummond Real Estate

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Quote

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

Maya Angelou

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ALBURY

Rare Find – Monument Hill

Partially renovated residence in one of the most desirable streets in the city. Former three bedroom home with bungalow at rear. A modern kitchen and bathroom have already been installed along with ducted heating and cooling. The rest is up to you but what a place to start. Immediate vacant possession available. Call now to inspect.

\$399,000



ALBURY

Perfectly Placed

On the fringe of Albury Central. Smart three bedroom brick veneer on a great block (983m² approx). Includes gas heating, air conditioning and a lock-up garage. A north facing backyard would be ideal for a new renovation and extension. Equally it is perfectly liveable as is. Find out more today. Open for inspection to suit you.

\$269,000



EAST ALBURY

New Three Bedroom Townhouse

This superbly appointed unit includes an extra large separate garage/workshop with rear lane access. With a large tiled living area, opening to a private north facing alfresco dining area and rear yard - you will be impressed. It has got all the extras you might expect - ensuite, ducted heating and cooling, and lots, lots more. Call today to inspect at a time to suit you.

\$299,000



LAVINGTON

Extensively Renovated

Meticulously renovated throughout. Three good sized bedrooms with built in robes, a user friendly kitchen with adjoining dining and a central vacuum system. All this set on a massive 858m² (approx) block with a fantastic sized shed including power. A summer bonus is the in ground swimming pool that is fenced securely. At this price, what is not to get excited about? Call now to inspect at a time to suit you.

\$249,000



LAVINGTON

Three Bedrooms Under \$140,000 ... Value Plus

You do not see opportunities like this often, do yourself a favour and inspect this one today as you will be surprised. Benefits include a private yard, built in robes in all bedrooms, high ceilings and nice natural light from skylights. Convenient position handy to facilities. This is a great start for an owner/occupier or a stable investment with rental potential of up to about \$200 per week. Call now to inspect at a time to suit you.

\$139,950



LAVINGTON

Suit Budget Conscious Buyer

It is hard to believe how much is included here for the money. Near perfectly presented interior with remodelled kitchen, tiled bathroom, air conditioning, gas heating and more. An in-ground pool to entertain the kids in summer is a real bonus. Must not be overlooked if you want that little bit extra, but have a limit on what you can afford right now.

\$209,950



LAVINGTON

Walk In And Live

Get into the market with this very tidy and well established three bedroom brick veneer home. Includes built in robes in all bedrooms, gas heating, ducted cooling, well fenced secure yard with side pergola, double lock-up garage and good street presence. All adds to the appeal of this desirable home. Situated close to bus stops, parks and shops and with a school at the end of the street convenience is a factor in its favour. Do not let this one slide. Phone now for details.

\$207,500



LAVINGTON

Real Surprise Package

It may be shy and retiring from the front but with a huge north facing rumpus room on the back and four car garage with extra toilet this could have everything you have been looking for. Includes three bedrooms, modern kitchen and more. Inspection at a time to suit you. Vacant possession available, call now.

\$239,900

"Peter provided assurance in initial phone conversation that he knew how to sell a property. During the initial meeting, Peter then explained the way he sold properties, the process and what to expect. During dealing with Peter I have found him to be sincere and trusting. He is out for a win for the seller, the buyer and himself, so that he knows at the end of the process all three parties will be happy. He keeps in constant contact and relays information well. He goes beyond what he needs to provide for the sale."

Paul Matuschka - 0407 466 115



LAVINGTON

Unbeatable At This Price

Genuinely spacious three bedroom family home that is bigger than most at this price. Practical floor plan includes formal lounge/dining room plus a family room. Opens to a huge paved and covered outdoor area and secure backyard. Double lock-up garage is a bonus. Worth inspection, call today.

\$229,500



LAVINGTON

Very Very Spacious

Includes in-law accommodation, teenage retreat or that extra rumpus or media room. Set on a huge 1290m² (approx) block with all the living areas north facing there is lots to like about this one. Up to five bedrooms with an ensuite to main. Also includes an extra double garage or utility room plus caravan port. Much more here than you can see. Call now to inspect at a time to suit you.

\$379,000



NORTH ALBURY

Development Options Abound

This unique 8866m² (approx) site in Waugh Road is like a city farmlet and offers a multitude of options (STCA). Potential for a lifestyle property in town, a home office or business property, a residential development site for seniors housing, multiple units or standard home sites. Also includes a substantial residence on two levels with a second kitchen, rumpus and large freestanding multipurpose room. Consider the flexibility. Call today for further details.

\$425,000



NORTH ALBURY

For The Whole Family

A solid brick family home with the prospect of separate living on the first and second storey. The second storey comprises two bedrooms with built in robes, renovated bathroom plus ensuite, a north facing living area with gas log fire and balcony with expansive outlook overlooking the lovely surrounds. Downstairs includes two bedrooms, bathroom plus a huge rumpus room with bar and cellar, double lock-up garage, store room and carport. Call now to inspect at a time to suit you.

\$360,000



ALBURY NORTH

A 'Million' Possibilities

Big roomy three bedroom home on a large 730m² (approx) block. Includes an additional double garage and second storey flat/studio/student accommodation with separate toilet and shower and a private secure rear yard. With spacious living areas there is enormous potential. Former builders own home. Call now to inspect at a time to suit you.

\$289,990



ALBURY

Fantastic Outlook

Near perfectly presented three bedroom home with spectacular views over Albury Golf Course. Includes a timeless jarrah wood kitchen, quality fittings throughout, comfort of ducted heating and cooling and a huge garage/workshop. Priced for genuine sale this is a home that will impress. Call today to inspect.

\$299,000



NORTH ALBURY

A Very Tidy Package

This tidy three bedroom brick veneer home is situated in one of the quietest streets in town. Close to schools, shops and public transport. Renovations have been made throughout the entire home. With a completely tiled bathroom and superb kitchen to prepare beautiful meals cooking will become a passion. Extras include a single lock-up garage with double entry and a huge block approx 974m² to do as you wish. Phone now for details.

\$269,000



NORRIS PARK

Tempting Proposition

Modern three bedroom family home with extra study/media room. Set amongst other quality homes in popular Norris Park Estate. There is plenty to like in this one - private rear yard, patio, plus ensuite, double lock-up garage, ducted heating and more. Open for inspection to suit you.

\$275,000

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- I'm thinking of managing my property myself. What skills do I need to do this and who do I call and where do I go for help if I get into difficulty?

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**Myra Bloomfield – Director
Drummond Real Estate
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Age Concern

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Term 3 starts on Monday 25th July to Friday 16th September. Many courses available e.g. Computer, scrapbooking, card making, painting/drawing, exercise, music, creative writing, embroidery and other handcrafts, digital cameras, countries and cultures. **EXTRA SPECIAL:** Beading and jewellery making Thursdays from July 28 to Sept 16. from 10am to 12noon – COST only \$1.00 each Thursday. Book Club from July 26 to Sept 16 from 9am to 10.15am – COST only \$1.00 each Tuesday.

EARLY BOOKINGS ARE ADVISABLE - PHONE 6021 5122



Border Relay for Life

Register now for this year's RELAY FOR LIFE event to be held on October 22nd and 23rd at the North Albury Sports Club, Bunton Park. Go to

http://relay.cancercouncil.com.au/2011/border_alburywodonga_2011 for full event information and registrations.



Oil Painting Workshop – Sept 3rd – 11th

With John Wilson, leading Australian landscape artist. To be held at Paint Box Studio, Gateway Island, Lincoln Causeway, Wodonga. Limited spaces left. Cost \$840. Further details contact Peter Drummond on 02 6041 5755 or email peter@drummondrealestate.com.au

"The service and care we received in selling our first home was exceptional. Everything was explained to us clearly and the whole selling process was extremely smooth. Peter was very considerate and approachable in communicating potential buyers to view the home. The asking price we set for our home was the exact price Peter managed to get for us - 6 weeks after we signed to sell! Needless to say we were extremely impressed and happy with the end result that was delivered. We can't thank Peter and his team enough for helping to make the selling process so easy. We highly recommend them and hope to use their professional expertise in the future. Thank you again."

Nigel & Deveena Obst – P: 0407 726 760



SPRINGDALE HEIGHTS Value At This Price

Make this tidy three bedroom home located near the hills of Springdale Heights yours. Includes large master bedroom with ensuite, double carport and single lock-up garage, good sized backyard and undercover area for entertainment, ducted heating and cooling and lots of other extras. At this price this home is a fantastic buy. Call now for more details.

\$217,500



THURGOONA PARK Light Up Your Life

A contemporary three bedroom home with study (or fourth bedroom) on a 4474m² (approx) block. Includes a separate media room and a formal lounge room. North facing living areas open to an under roof alfresco dining area overlooking a superb in-ground pool you could hardly ask for more. It also includes an 11 x 8m (approx) shed, double garage, 1.5kw solar panel net feed in meter system and ducted heating and cooling, call now.

\$599,500



THURGOONA Easy Style Living & Family Friendly

Located in a quiet central court this is a well presented two storey brick veneer home, which really has that 'homely' feel about it. Features include four bedrooms (ensuite to master not yet completed), spacious living areas, two refrigerated air-conditioners and a gas wall furnace. With a double lock-up garage, single access at rear plus outdoor entertaining area and low maintenance gardens this is a neat family home at a realistic price. Call now to inspect at a time to suit you.

\$239,500



WEST ALBURY Near Monument Hill

Superbly presented four bedroom home comprising two separate living areas on two levels. Includes three bathrooms, double lock up garage, private secure backyard and the comfort of ducted heating and cooling. Perfectly placed with north facing deck with bush views. Rare find. Call today to inspect.

\$419,000



WEST ALBURY Exceeding Expectation

Much loved three bedroom townhouse plus study. Enjoy year round comfort with ducted heating and cooling and feel secure with a full alarm system. Comprising an excellent kitchen with large pantry plus plenty of cupboard and linen space. Setting this townhouse ahead of the rest is the fantastic north facing backyard with landscaped outdoor entertaining area to enjoy that morning coffee. Watering system and double lock up garage with remote and internal access. All this situated in lovely West Albury, call now.

\$339,000



WEST ALBURY Riverwood Retirement Village

Smart well fitted two bedroom strata unit in excellent condition. Includes lock-up garage, small private rear yard and excellent internal fittings. Village amenities include community facilities, pool and bowling green. Perfectly placed for lifestyle living. Call now to inspect at a time to suit you. If you are considering a move to a lifestyle village call us for a market appraisal of your existing home.

\$239,500



WALLA WALLA 37.33ha Farmlet Retreat

Set on the outskirts of Walla Walla this desirable property offers a rambling four bedroom homestead plus excellent farm shedding and yards with three megalitre dam and town water supply. Includes two bathrooms, hydronic heating and the big wide hallways and rooms of yesteryear. There are stock yards, cutting ring, silo and lots lots more. Maybe this is just what you are after. Call today for more details.

\$465,000



BETHANGA Country Seclusion

Nestled in foothills of the old gold mining township of Bethanga about a 20 minutes drive from Albury or Wodonga - comprises an exceptionally comfortable three bedroom residence with open plan living. Set in a delightful 1.72ha (approx) established garden setting with shedding and a creek through it there is plenty to love about this environment. Reliable bore water supply and 10,000 gallon rain water tank plus double garage workshop. Open for inspection to suit you.

\$315,000

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WANTED FOR QUALIFIED BUYERS

Mr & Mrs E are looking for a four bedroom property with two bathrooms in the West, East or Central Albury areas. Advantages would be a good sized backyard, modern style interior and double lock-up garage. Stairs are ok although steep stairs are not preferred. Prices up to \$450,000 will be considered.

Mr & Mrs H are eager to find a home in the inner areas of Albury. Will spend from \$300,000 to \$500,000 depending on the condition. A double garage and not too many stairs is a preference but not essential. The cash is in the bank so a purchase would not be subject to finance.

If you believe your home may suit one of our qualified buyers, please call today on 02 6041 5755 for a confidential discussion.

Auctions Get Lower Prices

An Article by Peter Lees

Continued from page 1.

6. COMPARATIVE

If two or more people want to buy the same home, the worst thing you can do, from a negotiation point, is to allow each person to SEE what the other is offering! Instead of offering their highest price, each buyer will offer a SMALL amount above what the other buyer offered.

7. DECEPTION

To persuade sellers to auction their homes, agents will talk about high prices and then to get buyers to come to the auctions the same agent will talk about low prices. Most times both the seller AND the buyer are deceived. The sellers end up selling for less than they were told they could get, and the buyers often end up paying more than they were told they could pay.

8. SELLS TO THE WRONG MARKET

To attract buyers, agents will market the home by advertising it to "start from" a low price. This is supposed to attract buyers and indeed it does. But it attracts the wrong buyers who want to buy at the LOW price NOT at the price the seller wants. Many of these buyers can't afford to pay much more than the price advertised and so on the day of the auction, there will be a crowd of buyers all wanting to buy at a low price.

9. FAILED AUCTIONS

When a home does not sell at auction – and thousands don't – it is labeled a "failure". Buyers think something is wrong with it, and many will offer LOWER prices. Like a wounded animal with vultures circling, failed auctions are easy prey for bargain hunters.