

10th ANNIVERSARY RELAY FOR LIFE

OCTOBER: 22nd & 23rd 2011



• Carl Friedlieb Chairperson Border Relay For Life 2011

registered and \$128,000 banked to date. With the event fast approaching those in the community who haven't yet registered need to do so now. You can register online at <http://www.relay.cancerCouncil.com.au/> For further information contact Carl Friedlieb on 0413 584 233.



• Changing the baton - Relay for Life 2002



• Participants dress up for events - Relay for Life 2003

The Border Relay for Life event is to be held at Bunton Park North Albury this year.

The committee are inviting all volunteers who have been involved over the years to the opening ceremony on Saturday 22nd October at 9:30am.

The event continues to be the largest of the Cancer Council's fundraiser's. This year there has already been a fantastic response with a record 1266 participants

CHILTERN OPEN DAY Sunday 23 October



Make a lifestyle change. Come to Chiltern and see for yourself. Bigger and more affordable land along with other attractions will be available for your inspection.

DRUMMOND REAL ESTATE HAS JOINED FACEBOOK

Please like our page and be the first to know our latest listings and keep up to date with Community Events and Real Estate news.



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BURNING \$100 NOTES

Nobody in their right mind would consider burning up \$100 notes just for the hell of it. Every day we see real estate sellers doing just that.

They are encouraged everyday to spend hundreds if not thousands of dollars on wasted advertising.

Real estate agents have become advertising representatives for the print media moguls.

I am not against advertising - a certain amount needs to be done, but wasting money is another issue.

National research suggests that over 50% of buyer enquiry today comes via the internet. That same research suggests that print media generates 10-15%.

The internet works 24/7 and probably costs as little as \$10-20 per week per property at present day costs. At best it should amount to no more than \$100-\$150 per property sold. A sign board works 24/7 and at \$100 to produce it, erect it and remove it, it too is very cost effective.

To try and keep it simple and in perspective let's assume your local paper produces a 50 page property lift-out paper costing say \$2000 per page for 52 weeks of the year. This suggests that the annual cost for all sellers amounts to over \$5.0million.

Now if 2000 properties were sold in the

district and every one sold was a direct result of print media then that would mean that the cost is \$2500 per property sold. If, as is the reality only 10% of enquiry and therefore sales are a direct result of the print media advertising then my judgement is that the advertising has cost about \$25,000 per property sold. That's a lot of \$100 notes.

A question? How many properties do you think would sell in your district or area if there was never an advertisement put in a newspaper? My judgement is that people buy because they have a need not because of advertising. We would expect that the same 2000 would be sold.

Don't get me wrong I'm not against advertising, but wasteful advertising is of no value to sellers or buyers. It's good for agents and their profile but of minimal value for sellers. Wasteful vendor paid advertising is mostly about promoting the agent not the property.

Smart marketing instead of wasteful advertising makes a lot of sense.



Peter Drummond - Director Drummond Real Estate

Quote

"We are what we repeatedly do. Excellence, therefore, is not an act but a habit."

Aristotle

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ALBURY
Monument Hill

Stake your claim in this sort after area. Comprises a very comfortable three bedroom home with a ensuite, renovated kitchen, gas heating and air-conditioning. Currently let at \$320.00 per week with the lease expiring November 2011. Quietly tucked away in a quiet street this home is exceptionally livable while ideally suited to further extension and renovation. Not to be missed. Inspect by appointment, call today.

\$319,000



LAVINGTON
Walk In And Live

Get into the market with this very tidy and well established three bedroom brick veneer home. Including built in robes, gas heating, ducted cooling, well fenced secure yard with side pergola, double lock-up garage and good street presence. Situated close to bus stops, parks, schools and shops convenience is ensured. Do not let this one slide. Phone now for details.

\$199,900



ALBURY NORTH - STEPHEN STREET
Perfectly Original

Red brick classic in one of Albury's most sought after streets. Comprises two bedrooms and a sleepout. Set on a great 1040m² (approx) block with room to renovate and/or extend. Could even suit as a medium density development site (STCA) in the future. Very appealing street presentation. Open for inspection at a time to suit you, call now.

\$275,000



ALBURY NORTH
Leafy, Green & Gorgeous

Sitting in under the trees this attractive four bedroom home sits in the middle of the Albury map. With beautiful gardens, high ceilings, Murray and Baltic pine floors, two bathrooms, split system air-conditioning and gas and wood heating this house has an incredible feel to it. Features include wood fire pizza oven, powered shed and side street access which leads to carport. If you are after the relaxed lifestyle take some time to inspect this home. Call now for details.

\$365,000



LAVINGTON
Surprise Package

Meticulously renovated throughout. Three good sized bedrooms with built in robes, a user friendly kitchen with adjoined 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.

\$239,000



WEST ALBURY
King Of The Hill

Situated on an elevated corner block this large four bedroom home has a strong street presence. Inside features include ensuite to master, built in robes, huge living areas, fantastic large functional kitchen and ducted heating and cooling. Outside includes professionally landscaped front yard, double lock-up garage with rear yard access and outdoor entertaining area. If it's space you are after this is the one. Call now for details.

\$499,000



WODONGA
Central Townhouse

A great opportunity to purchase a modern two bedroom townhouse in a quiet and convenient central area. Including built in robes, modern interior, ducted cooling a single lock up garage plus an established private entertaining area. Call now to inspect at a time to suit you.

\$259,000



ALBURY CENTRAL
Private Central Investment

Invest into your future with this solid two bedroom brick veneer unit. Tucked away privately from traffic and only two blocks from Dean Street makes it very enticing. Features include reverse cycle air conditioning, ceiling fans, good sized bathroom and functional kitchen. A fantastic proposition. Phone now to inspect at a time to suit you.

\$189,900



WALLA WALLA
37.33HA FARMLET

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.

\$449,000



SPLITTERS CREEK - 2 HECTARE FARMLET

Stake your claim in this popular valley within easy commuting distance (about 14km) from the centre of Albury City. With the creek through the block and a choice of ideal home sites this could be just what you have been looking for. Power and water are available. Call today for more details.

\$249,500



SPLITTERS CREEK
RURAL RETREAT - 18.35 HA

Hidden away from the hustle and bustle of the city life, while being easily accessible to the City of Albury makes this farmlet an attractive proposition. With water and power available to the site, you can build your dream home and live the lifestyle you have always wanted. Phone now for more information.

\$350,000



WEST ALBURY
Inviting And Comfortable Home

A very comfortable and modern two bedroom home set in beautiful West Albury. Comprising built in robes in bedrooms, two way access bathroom, well lit kitchen and dining area with sliding door out onto decking to view the established gardens. With ducted heating and evaporative cooling and a double lock-up garage this is the one you have been looking for. Call now to inspect at a time to suit you.

\$259,900



SOUTH ALBURY
So Much To Offer

It is not often you get the chance to live within metres of lovely wetlands in such a spacious house. Including four bedrooms with built in robes, large living areas, wide hallways and skylights throughout the house and many heating and cooling options. For the parents an ensuite, walk in robe and study off the humongous master bedroom makes it a great retreat. Other bonuses include good sized yard (approx 1487m²) and plenty of car accommodation.

\$379,000



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



WALLA WALLA
Escape The Hustle & Bustle

Solid three bedroom home in a peaceful environment. Features include heating and cooling, a good sized corner block with side street access and a single lock up shed with roller door. Situated close to local School and shops. Call now for details.

\$159,900



LAVINGTON
Three Bedrooms, 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.

\$134,900



SPRINGDALE HEIGHTS
Residential Investment

With a renovated kitchen and bathroom and up to five bedrooms (or four with a study) this is a big roomy house. At this price it will not break the bank either. Includes gas heating, reverse cycle air-conditioning, a secure back yard and lock-up garage. May still need a little work but the potential is certainly there. Subject to a lease until June 2012 at \$280 per week. Open for inspection to suit you.

\$249,900



LAVINGTON
Value At This Price

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

\$199,500



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. Call now.

\$324,900

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THE BIGGEST LOSER

"WHY AM I PAYING MORE RENT FOR EXACTLY THE SAME PROPERTY?"

We repeatedly get asked this question. "The guy next door to me is only paying \$X and I'm paying \$40 per week more. Why?"

Ask yourself this question? "When was the last time my tenant had a rent increase?"

Are you always the one having to ask your property manager to increase the rent? Over time, water, rates, insurances, repairs and maintenance costs have all gone up and yet your tenants are still paying the same rent as when they first moved in. Are our rents higher than other agencies? We don't think so. Ours are at market level and yours probably isn't.

Very few principals of real estate agencies are focused on their rent rolls. They tend to focus on the selling of property rather than the renting of it. When this happens, you as an investor can be the biggest loser and not even be aware of it. You think that because you haven't had a vacancy for years that you are winning and your agent is doing a marvellous job in keeping the property occupied. Well the reality is your tenants are not moving on because they are the ones on cheap rent, saving money and laughing all the way to the bank. \$40 per week x 52 = \$2080 - no wonder they're not leaving. They're not losing, you are.

No rent increases, sure equates to very happy tenants, and even happier property managers. No

hassle or work for them, they don't have to worry about securing you another good tenant. They already have a happy non complaining tenant and besides they only work for the agency; they don't have to make a serious commitment to you; they can leave at any time.

Not only are we property managers and investors too, but also rent roll owners. Now this makes a huge difference. Employer versus employee. We are running a business. We are not only regularly checking our bottom line but we are also checking on yours too. We are totally committed to you, your property, and your tenant. If the rent on your investment property hasn't changed for some time then it's time you changed.

Don't become the biggest loser just because your property manager is not looking after your interests. Changing is easy, contact us today. We would welcome the opportunity to discuss your needs, show you what we can do for you and help prevent you from becoming the biggest loser.



Myra Bloomfield - Director
Drummond Real Estate
Rentals

COMMUNITY NOTICE BOARD



St David's Uniting Church Rose-A-Fair
Saturday 5th November 2011 from 8:00am to 2:00pm. Corner of Wilson & Olive Street. Rose Show, 'Slave' Auction, Scots School Choir, Monster Raffle, White Elephant Stall, Devonshire tea, BBQ lunch & a variety of stalls.
For further details call the Church Office on 6021 6847.



Open Age Learning at 432 Townsend Street. Term 4 starts on Monday 10th October to Friday 2nd December 2011. Choose from the many courses available: - NEW computers installed for beginners and advanced. Card making; Scrapbooking; Painting/Drawing; Music; Jewellery making and Beading; Creative writing; Tai Chi; Exercise; Digital Cameras; Handcrafts; Book Club; Country & Cultures. Inquiries and Bookings Phone: (02) 6021 5122



Bowma Wymah/Mullengandra DINNER DANCE
on Friday 11th November 2011. All proceeds go towards the 'Albury Wodonga Carers Accommodation'. Sitting down for dinner at 7:30pm at Bowma/Mullengandra Community Hall. \$40 per person which includes snacks, roast dinner, sweets and live band, BYO drinks. Smart casual dress. For table bookings, individual tickets or more information contact: Jen on 6020 3222 or 0428 698 690 Heather on 6020 4220 or 0419 921 186

COMMERCIAL & RESIDENTIAL DEVELOPMENT SITES

Completed 22 Lot Medium Density Subdivision

Subdivision approved to erect buildings as per existing plan or may be altered (STCA) to suit individual needs. For further details please contact agent.

\$1,200,000

Residential Development Site Area - 3.60HA (Approx)

Unique englobo parcel with potential for a multitude of options. Traditional subdivision, medium density housing, retirement village etc (STCA). DA approval for residence and extensive road access. Well located within 1.0km of Lavington Shopping Centre. Phone agent for more information.

\$1,200,000

Commercial Development Site Area -7052m2 (Approx)

Includes existing service station and general store (excludes shop plant and equipment). Plus 2x3 bedroom units or extensive office. Close to Lavington shops. Call now for more information.

\$1,600,000



LAVINGTON Perfect Family Home

If you are serious about finding a fantastic family home, mark this one down. This tidy brick veneer property comprises three bedrooms with built in robes. Year round comfort is assured with ducted cooling and a gas wall furnace. With Murray Pine floorboards, a refurbished kitchen and a double garage with power makes the home both stylish and enjoyable. Sitting on a large 836m2 approx block, what are you waiting for? Call now for details.

\$224,000



ALBURY Exquisite Entertainer

A beautiful three bedroom contemporary designed double story townhouse, in a super location with incredible views. Boasting master bedroom with walk in robe through to large ensuite, study, polished floorboards, north facing living areas and balcony, plus a three phase reverse cycle air conditioner makes this the perfect entertainer. A double lock up garage with remote access adds to the livability of this stunning home.

\$525,000



ALBURY Rare Find - Freestanding Unit

Well located two bedroom unit near Mercy Hospital. Very spacious and livable with private front and rear yard plus a lock-up garage. Currently let at \$225.00 per week but ultimately could suit an owner occupier. Phone now for more details. Open for inspection to suit you.

\$195,000



JINDERA Prominent Industrial Property

Unique 3481m2 site at entry to Jindera Industrial Estate. Includes a substantial work shed office and amenities block of approx 112m2. Services available include natural gas, electricity (3 phase) and town water. Call now for more information.

\$199,000



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.

\$224,950



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.

\$399,500



WODONGA Opportunity Knocks

Set in a quiet court location with easy access to schools, shops and public transport. This well maintained three bedroom home is a perfect opportunity to enter the property market or enjoy as a family home. Boasting good sized rooms, built in robes, air conditioning and heating. With good street presence, a double lock up garage and carport, comfortable living is ensured. Call now to inspect at a time to suit you.

\$209,000



SPRINGDALE HEIGHTS A Perfect Start

Built to make the most of the aspect, this very comfortable three bedroom brick veneer has lots to like about it. Well fitted interior includes modern two pack kitchen, comfort of gas heating and air conditioning. A private rear yard, extensive verandah and a large carport/shed are real bonuses. Open for inspection to suit you. Phone for more details.

\$195,000

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ALBURY WODONGA

TATTOO SHOW

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\$10 Admission
\$10 Entry to Compete*
*Pre-registration required

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- Miss Ink Competition
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