

# PROPERTY NEWS

Ideas to help you when you're buying, selling or renting

## 2 SOLD Record Price Record Time

How did these two Pennant Hills townhouses sell so quickly?



Read our full report  
on page 3 >>

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- Two Pennant Hills townhouses sold Record Time
- Final Checklist when selling your home
- Renovating your rental

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8407 9190

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*You'll find us in the heart of Pennant Hills ~ Shop 15, 5 Hillcrest Road, Pennant Hills.*

## Letter from the Editor

Dear Readers,

How long does it take to sell a property in our local area? Well, if you ask some of the local agents they will skirt around the question due to the fact that they are finding it hard to sell properties on their books.

Thankfully due to our step-by-step approach to database marketing we are finding properties are selling in a matter of days. Take for example the two townhouses we recently sold in Pennant Hills in One Day.

If you are considering selling your property, please contact us as we are constantly taking calls from eager buyers wishing to live locally.

If you have any queries, please drop in and see us at our centrally located office in Pennant Hills.



**Matthew Walsh**  
Principal



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# FINAL Checklist

**When you can  
tick all the boxes,  
your home is ready  
for sale**

**There's nothing like a list to provide  
motivation.**

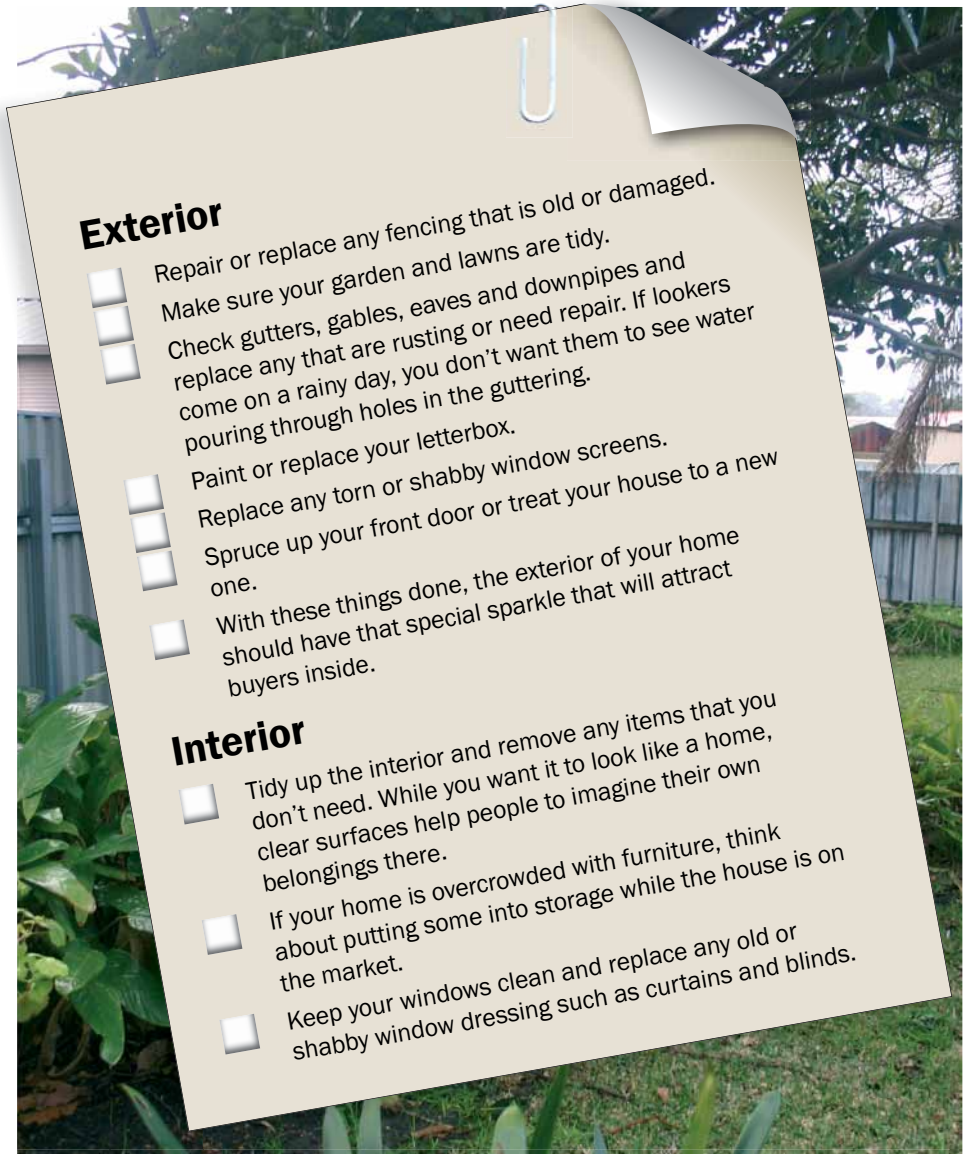
And when you're about to sell a home,

you need that list more than ever to get things done and give your property that special 'Wow!' factor before prospective buyers start knocking on the door.

Make it easy for yourself. Divide the list into two parts, under the headings "Exterior" and "Interior", and decide which areas within each of those two parts needs attention. Once you've done that, arrange for someone to do the work or, if you have the expertise, do it yourself.

Then tick the relevant box. And pat yourself on the back for a job well done!

**With both exterior and interior in order you can now open your home for inspection, confident that you have done everything you can to make it appealing to prospective buyers.**



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  - Our services are free to you.
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- 44 Castle Hill Road West Pennant Hills NSW 2125**

**0404 874 296**





# Two townhouses – two sales!

It's another great sales result in the shortest time for the W Group in the Pennant Hills area

**One success led to another when the W Group was asked to help with the sale of a townhouse in Pennant Hills.**

The townhouse sold in just 10 days, a result that delighted the owners of the property located at 6/8-10 Albion Street, Pennant Hills.

This rapid outcome led to the W Group being given the listing for another townhouse at 8/8-10 Albion Street.

In this case the owners were even more thrilled with the result, with the property selling virtually overnight.

“Our great result from No. 6 resulted in the other listing which was sold even before the photographs were taken,” said Matt Walsh, who was the listing and selling agent for both properties.

In addition to the speed at which the townhouses were sold, the prices achieved were also beyond the expectations of the owners. No. 6 was listed at \$680,000 and sold in just 10 days for \$700,000. In that time the W Group organised two Open Homes and received five offers for the property. No. 8 was listed at \$700,000 and sold the following morning for that price after one viewing.

**So how did it all happen so quickly and so successfully?**

The first sale resulted from the



W Group's expert local insight and knowledge, enabling it to market the townhouse in a way that emphasised its advantages and attractions for prospective buyers.

Impressed by the speed of the sale, the owners of No. 8 decided that they would also enlist the help of the W Group in selling their property – and hardly had time to draw breath before the ink was dry on the contract.

This followed the agency's prompt action in getting back to its existing buyer list, resulting in the next day sale – which happened in the nick of time.

“The buyer was about to sign on another property that day!” said Matt.

**For help from a team who know how to deliver outstanding results in the shortest time, contact W Group Real Estate on 8407 9190.**

## Our sales team is ready to help you

**Matthew Walsh**  
Principal



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**David Walsh**  
Licensed Agent Director



0419 225 893

**Brian Donnelly**  
Licensed Agent JP



0411 622 645

**Priscilla Walsh**  
Sales



0400 527 404

**James Andrews**  
Sales



0421 441 276

**W**  
WGROUP

8407 9190

[www.w-group.com.au](http://www.w-group.com.au)

**Why not let our team of professionals help you sell your property? Call us today!**

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# RENOVATING YOUR RENTAL

**By offering a rental property in good condition you are more likely to attract the right tenants**

**There are three major advantages to spending some time and money preparing your property before you offer it to tenants.**



1. A property in good condition will achieve a better rental figure than one that is fit for occupation but in need of a fair bit of TLC.
2. It will be more likely to attract a better quality tenant, who will look after it.
3. By carrying out some renovations and keeping your property in good condition, you will maintain and increase its value, always an advantage if you plan to sell down the track.

## Areas to renovate

The main rooms to consider for renovation are the **kitchen** and **bathroom**. If these are old, tatty and badly maintained and equipped, your property is unlikely to be attractive to good calibre tenants.

It's worth renovating or replacing these rooms and not in the cheapest way possible, either. While you don't have to buy the latest designer equipment, make sure you're getting good quality, or it will soon be worn out and need replacing again.

New **carpet** also makes a big difference to the appearance of a property but you don't have to spend a king's ransom on it. Rather than purchasing something plush it's better to buy standard, medium grade carpet in a neutral shade and add some high quality padding underneath. This helps the carpet to last longer and gives it that plus feeling without the extra cost.

A coat of **paint** in a light, neutral colour is another good way to freshen up a property. If you use the same colour throughout, you will find it easier in the future if you need to spot paint.

## Getting organised

If you decide to renovate, you'll want it done as quickly as possible, in order to get tenants in. That's fine if you're able to do the work yourself but, if not, you'll need to make sure you have things organised. Work out the order in which the work needs to be done and try to line up the necessary tradespeople accordingly.

**Once this is all done you can take in your tenants, sit back and let your newly renovated property work for you.**

Want to rent your property?

**W. 8407 9190**  
 WGROUP [www.w-group.com.au](http://www.w-group.com.au)

**Let us take the worry out of renting your investment property**

**W Group Estate Agents are committed to protecting your investment and obtaining the best possible return. For an obligation free appraisal of your rental property call today on 02 8407 9190 and we'll look after you.**



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