

# PROPERTY NEWS

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

# SOLD IN A FLASH!



Read our full report on page 3 >>

## Why did this Pennant Hills duplex sell four times faster than other properties in the same area?

In this Issue of Property News:

- Ways to dress up your home on a budget
- Duplex sells in seven days!
- Taking the stress out of property management

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*You'll find us in Pennant Hills Market Place, above Harris Farm Markets and next door to Drakes Jewellery.*

## Letter from the Editor

Dear reader,

Over the last few months, we have experienced some very exciting sales and in this edition we decided to share one of our success stories.

We hope that you will learn something you didn't know about buying and selling from this wonderful example.

Throughout this edition of *Property News*, we will continue to provide you with tips, industry insights and helpful facts to assist you with your next real estate transaction.

No matter whether you are selling, buying, renting or investing, we can help you.

Please don't hesitate to contact us anytime at our office on 8407 9190 or email [info@w-group.com.au](mailto:info@w-group.com.au)

Yours faithfully,



**Matthew Walsh**  
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# There's no need to break the bank!

## Even when you're on a budget, you can dress up your home

**When you're getting your home ready for the market, it's natural to want it to look its best.**

If, however, you have a limited budget for improvements, you need to plan them carefully, rather than wasting money on work that may not make any difference to whether you sell your home or not.

There are quite a few inexpensive things you can do to both the exterior and interior of your home to make it attractive and inviting to prospective purchasers without breaking the bank.

As many people who are looking to buy a property often want to drive past it first, to check whether it has any appeal for them, it's best to start with the exterior. If the first impressions are favourable, they are likely to want to arrange a full inspection.

**Some low cost improvements to make the EXTERIOR look good include:**

- Repair anything that looks rickety such as a gate or the letter box.
- Keep the lawns and garden tidy at all times.
- Paint the front door.
- Buy a new welcome mat for the entrance.
- Buy an inexpensive but attractive outside light or clean up the existing one.
- Keep your windows clean and remember to open the blinds and curtains during the day to give the home a welcoming and cared-for appearance.
- Use a power spray and/or broom to clean dirt from the exterior of the home and to get rid of cobwebs.



**Some cost effective tasks you can do on a budget to improve the INTERIOR of your home:**

- Get rid of clutter and furniture you don't need. You can store it if you want to keep it.
- Tidy cupboards and drawers and remove or store items to leave some space, creating the impression that the home has plenty of storage space.
- If handles of cupboards and drawers are old, replace them with new ones to create a fresher look.
- Get new mats for inside the front door and the bathroom floor, and keep them fresh and clean.
- Replace any tired or stained taps to give a new sparkle to the kitchen and bathroom.
- Try to keep fresh flowers in the house, either from your garden or bought if necessary. It's worth the small outlay to have the benefits of their fragrance and colours.



## Pennant Hills property attracts keen interest from buyers

**The delighted owners of this property hardly had time to blink before the deal was sealed.**

The spacious duplex at 2/3A Werona Street, Pennant Hills, was on the market for only seven days before selling for \$690,000.

In an area where properties are usually on the market for an average of at least four weeks before selling, this was an outstanding achievement for W Group Estate Agents of Pennant Hills.

Selling and listing agent David Walsh said there was time to hold only one Open House for the duplex for which offers had been invited. The Open Day attracted 17 people, and three offers were made.

The warm response was not surprising. For a start, the duplex is perfectly located in a quiet area just a few minutes' walk from Pennant Hills Station and shops.

In addition to the master bedroom on the ground floor complete with ensuite, it also has two other bedrooms and another bathroom. Adding to its attraction are expansive living areas that flow into a sun-filled kitchen. Gas and air conditioning are also among its many features. It also has a north facing rear yard, a carport as well as a one-car garage and established, low maintenance gardens.

While these attractions all helped to sell the duplex so quickly, the experience and expertise of W Group Estate Agents also ensured a happy experience for both vendor and buyer.

# Duplex sells in seven days!



"The sale was agreed within four days of the first Open House," said David Walsh. "The vendor was pleased with the price and also with the uncomplicated sale. The purchaser was also impressed with the assistance given by us which included the provision of options for legal services and finance throughout the whole

purchasing process. Overall, the vendor received a great price and praised the hassle free, quick sale and exceptional service received."

**To ensure a similarly hassle-free and quick real estate experience when you are buying or selling, contact W Group Estate Agents on 8407 9190.**

## Our sales team are ready to help you

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Principal



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Sales



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

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# RENTAL MANAGEMENT

Taking the stress out of property management

**When you buy a rental property, you're investing in your financial future. This means you want its profits to outweigh its expenses.**

For this reason, some people decide to manage their investment properties themselves, thus avoiding the need to pay rental management fees.

While self management does indeed do away with the expense of management fees, this is probably the only 'pro' in the situation compared with a number of 'cons' for people who elect to do their own management work.

The main need, once you've bought the property, is to find good tenants who will look after it and pay their rent regularly. If those tenants leave, you also need to be able to replace them as quickly as possible, to ensure your property continues to bring in the money you've budgeted for.

Finding such tenants yourself involves the cost of advertising as well as the loss of rental income while the property is empty. A professional property manager, on the other hand, has a list of prospective tenants and the expertise to find appropriate people quickly.

Time is also a major factor in managing your property.

You need to be aware of how much time you will spend not only finding tenants but showing them the property, checking their credentials, managing the receipt of rental payments and record-keeping.

You will also be faced with the loss of time involved in carrying out any necessary maintenance or repairs, or organising for this to be done. There is also the possibility that you will sometimes need to deal with tenants in relation to issues such as late rent and damage to the property. If you already have a full-time job, it could be difficult to find time to do all these things with the speed and efficiency required to keep your investment property functioning on a profitable basis.

Before taking on property management yourself, therefore, think about whether you will have the time and expertise for such matters or whether you would prefer to have them handled by a professional property manager who has experience in all those areas.

*In the long run you'll save yourself time and money, and will be free to enjoy your investment without any of the stress associated with self management.*

Want to rent your property?

**W. 8407 9190**  
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**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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