

# PROPERTY NEWS

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

# TIME TO SELL

CHERRYBROOK



**SOLD** \$1,399,800

PENNANT HILLS



**SOLD** \$970,000

PENNANT HILLS



**SOLD** \$1,249,000

WEST PENNANT HILLS



**SOLD** \$900,000

In this Issue of Property News:

- Act Now To Sell In Spring
- Success Follows Success For Local Agent
- An Insurances Guide For Landlords

W

WGROUP

8407 9190

[www.wgroup.com.au](http://www.wgroup.com.au)

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

## Letter from the Editor

Dear Readers,

Time has a way of sneaking up on us in real estate. If you have been waiting for the traditional Spring selling season to put your property on the market, you need to act now.

To do justice to a property we need to organise photography, copy, signage and much more, all of which takes time.

At your end you need to get your property in order so it presents at its very best and, regardless of how well cared for your house or apartment may be, there are always a myriad of things to do.

But don't be overwhelmed. Just telephone or call into our office and we are only too happy to assist you in all aspects of the process.

**Matthew Walsh**  
Principal



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## When is the best time to buy or sell a property?

**There are quite a few answers to this question, with replies relating to the state of the market, your finances, your requirements, interest rates and other such matters coming thick and fast.**

But while it is, of course, best to buy or sell when it suits your individual needs, there's something about Spring that seems to start the market ticking over.

And this "Spring effect" has flow-on benefits for buyers and sellers alike.

## Buying in Spring

The weather has a lot to do with it, of course. If you're planning to buy, there is much more incentive to get out and about now that the weather is warmer, rather than shivering through inspections in the winter cold. This anticipated increase in inspections during Spring encourages people to put their homes on the market, providing you with many options to choose from.

## Selling in Spring

Planning to sell in Spring also makes sense from the point of view that this is usually the time when your house and garden are looking their best. It is also the time when people are keen to buy because they hope to be able to move and settle into their new home before the Christmas break, so there is more chance of attracting genuine buyers.

One well-known real estate principle is that it is wise to be a buyer when other people are selling, and to be an owner when other people are buying. The great thing about Spring is that this applies both ways. It's a time when some people are selling and others are buying, resulting in it being the prime real estate season.

**So whether you plan to buy or sell property, make up your mind to make the most of Spring and look forward to an outstanding result!**



## Take the Stress Out of Home Loans

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**0404 874 296**

  
Gleeson Loans

# Outstanding Sales Results Continue

**PENNANT Hills' W Group Estate Agents' sales team is on a sales spree like no other, recording success after success headed by a record price double.**

The agency's Priscilla Walsh set two records with the sale of 3 Ridgemont Close, Cherrybrook for \$1,399,800 after just one Open House inspection attended by an amazing 64 groups.

The price was both a record for a single level home in Cherrybrook and a street record.

Not to be outdone, agent David Walsh exceeded all predictions with the auction of last month's featured home in this newsletter, a four bedroom, three bathroom home at 25 Wearne Ave, Pennant Hills.

Listed with a price guide of \$1.1m, it sold under the hammer for \$1,249,000 with seven registered bidders.

Matt Walsh has also been on a sales spree, selling two properties in quick succession, each for just under a million dollars.

Offered for the first time by its original owners, a two-level, three bedroom home at 73 Thorn St. Pennant Hills realised \$970,000.

Down the road at West Pennant Hills Matt and Amanda Woods secured



\$900,000 for the delighted vendors of 154 Hull Rd, a three bedroom home with an inground pool on a huge 893m<sup>2</sup> block.

W Group Principal, Matthew Walsh, said that these recent successes during Winter, which is supposed to be the industry's quiet period, should alert potential vendors to the need to start preparing immediately if they are to sell in the early part of Spring while the market is still red hot.

"There is enormous unmet demand in the market right now," Matt said.

"Every unsuccessful offer on a property is another potential buyer added to our database and at the moment that database is brimming with cashed up buyers just waiting for us to alert them to a home that meets their criteria."

Matthew said his staff are only too happy to help potential vendors prepare a check list of the things they need to do to get their home ready to go to market.

**Contact the W Group on (02)84079190 or call into their office at shop 15, 5 Hillcrest Rd, Pennant Hills.**

## Our sales team is ready to help you

**Matthew Walsh**  
Principal



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**David Walsh**  
Licensed Agent Director



0419 225 893

**Brian A Donnelly**  
Licensed Agent JP



0411 622 645

**Priscilla Walsh**  
Sales



0400 527 404

**Amanda Woods**  
Sales



0418 248 989

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

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# INSURING

## your investment property

### Are you protected?

It often takes years of saving, months of planning, weeks of looking and days of preparing before your investment property can begin to earn you an substantial income.

However, without the right insurance, in a split second you could lose the lot.

Making sure you have the right insurance is a vital part of the investment property purchasing process, so you need to make sure you are covered from all angles.

In this article we provide a simplistic guide on things you should keep in mind, however, it is important to discuss your insurance needs more extensively with an expert.

#### How do you find the right insurance company that will meet your needs?

Before selecting an insurance corporation, it is important to get a few quotes so you can compare costs and value for money.

Contact an insurance company directly or enlist the help of an insurance broker who can research the available deals and get you the best one.

**For more information contact our friendly team for more advice on the best way to protect your investment.**



#### Landlords should look into investing in:

- Loss of rent/tenanted property/ landlord property insurance in case the tenant does not pay the rent or you cannot find tenants for the premises.
- Fire insurance to financially protect you against fire damage.
- Personal insurance including income protection and life insurance that will provide a safety net if you can't meet loan repayments.
- Public liability insurance to protect you if someone hurts themselves while on the property.
- Workers compensation insurance, in case employed workers do not have their own cover.
- Building and contents insurance to protect you if your investment property is robbed or damaged.



Want to rent your property?

**W** 8407 9190  
WGROUP [www.wgroup.com.au](http://www.wgroup.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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