

# PROPERTY NEWS

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

## New Record Price



15 Shields Lane, Pennant Hills sold at auction for \$1.71M ... a new record price for a property under 700m<sup>2</sup>.

Read our full report on page 3 >>

In this Issue of Property News:

- Presentation On A Budget
- Outstanding Record Auction
- Time For That Tax Valuation

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

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

## Letter from the Editor

Dear Readers,

The market is an extremely dynamic one at the moment.

Buyers are motivated by the affordability of homes in the current low interest rate environment.

Whether an election and uncertainty over a change in the government will have any effect is hard to tell. Often it can.

The message to anyone thinking of selling is to get in quick while the market is still hot.

Do not hesitate to call into our office to discuss your home and find out from our experts what it may be worth.

You could be pleasantly surprised.

**Matthew Walsh**  
Principal



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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.
- 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 all in the garage 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.

**We are more than happy to help with presentation advice**

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# Price Record



**W Group Principal Matt Walsh and his auction team have set a new record price for a Pennant Hills home on a block of less than 700m<sup>2</sup>.**

15 Shields Lane, a stunning, near new, five bedroom, three bathroom home sold under the hammer for \$1.71m.

The whole sales process took just three weeks, meaning a minimum of inconvenience for the vendors, with Open Homes on two weekends and the auction on the third.

Matt said that quite apart from the prices generated by the competition of auctions, it was often the time frame that appealed most to vendors.

High buyer enquiry is being driven by

## 80 Inspections, 20 Contracts, 7 Bidders

low interest rates and stock shortages, indicating that there is still heat in the market.

More than 80 groups passed through during the first two open days with 25% requesting contracts. On auction day seven registered bidders vied for the property.

Matt said that a near new home of this standard was always going to be a hot property but the price was well beyond the expectations of the naturally delighted vendors.

“The result certainly gave rise to thought for anyone who has been putting off their sale on the basis of negative media reports about the market.

“At the end of the day, and particularly when finance is the most affordable it has ever been, a well presented, well positioned and properly marketed home will always sell.

“Put it to auction and let the adrenalin pumping competition take hold and it will sell well.”

## FREE REPORT: YOUR HOME'S TRUE VALUE

### Are You Sitting On A Million Dollars? Wonder No More

Have you ever wondered how much better off you'd be if you actually knew how much your property is worth? Property values have increased dramatically and many home owners do not know that they could be set for life.

We have taken the guess work out of property market estimates.

We use real statistical data and our own unparalleled local market experience to compile your **Free Market Potential Report** that will provide you with an independent, expert opinion on:

- The likely highest and best price for your property
- An analysis of comparable sales

**Contact us today for an absolutely FREE, no obligation market report on your property. Phone: 02 8407 9190**

Market Trends for West Pennant Hills



There have been 221 houses sold in West Pennant Hills in the past 12 months with a median sale price of \$1,300,000. Units are sold with a median price of \$300,000.

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

# Now is the perfect time to invest!

**Purchasing an investment property to rent is quite different to buying a home for you to live in.**



In this report, we discuss some of the things to consider when purchasing an investment property. If you consider your options wisely, your return on your investment property may be far greater than you thought possible.

## **Where do you start looking for a good investment property?**

People often think of their local real estate agent as the last port of call in the chain of buying a property. But when investing in a rental property, your local real estate agent has the professional resources and is trained to maximise your return and minimise complications.

Remember, week in and week out your local real estate agent is involved in dealing with many rental properties ranging from the cheapest bedsit through to the executive home. With this experience comes a vast array of knowledge on recognising a good rental

property.

The local agent knows what most tenants are looking for in their area, it is wise to stop and take the time to chat with your real estate agent's property manager as to what they consider is the best property to rent out in the local area.

They may even have on their books, a property that is for sale, which fits the possible criteria of what makes a good rental property. Several minutes with your local real estate agent may save you many hours of hard work looking for the right rental property.

## **What type of property is best for renting?**

You have to assess your investment based on what the majority of tenants would be looking for.

Is the property close to public amenities? Considering petrol prices

and longer working hours, the average tenant is looking for a property close to public transport, shopping, and other recreational amenities.

Will your property attract the right tenant? Are you looking for a secure long-term rental? Then it is probably not wise to purchase an investment property in an area that attracts a transient population. Similarly, it is no use purchasing the most expensive property in the area attracting the highest rents, because it may limit the number of likely tenants who can afford such a property.

## **Stick to the middle ground**

In most cases, it is wise when investing in a rental property to purchase a dwelling which will attract the highest number of quality tenants. The type of property that the average tenant is looking for will usually give you the greatest long-term return on your investment.

Speak with your local real estate agent's property manager. They will be able to help you answer all the above questions and most likely will have rental properties on their books ready for sale which the average tenant would like to rent!



**Want to rent your property?**

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



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