

PROPERTY NEWS

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

Retire Right



W Group has specialist expertise on downsizing to low maintenance lifestyle & over 50's properties

Read our full report on page 3 >>

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- **New Service Wins Praise**
- **Downsizing Can Be Fuss Free, Profitable**
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WGROUP

8407 9190

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,

Spring is traditionally the peak selling period. The trick, though, is to get onto the market early.

At the start of Spring there are always more buyers than there are sellers and judging by the Winter market this will definitely be the case this year.

Demand is at extraordinary levels and the rules of supply and demand apply.

The fewer properties, the more competition and the faster the sales at higher prices.

It is becoming more and more obvious that, due to the record low cost of mortgage debt, buyers are prepared to dig deep to secure that dream property.

Matthew Walsh
Principal



W Group's Downsizing Service Wins Praise

A complete service for home owners wishing to downsize continues to win accolades for the W Group, with client after client acknowledging the benefits of the agency's wide Hills area market knowledge and particularly an extensive knowledge of the many downsizing options.

- "I write to express my appreciation for the expert and professional manner that you assisted us throughout the process of purchasing our Unit at Cherrybrook Lakes recently. In particular, Nóra and I appreciated your courteous helpfulness throughout the process. We felt then, and also feel in retrospect now, that your advice regarding this matter was always reliable, based on expert knowledge and integrity. I would unequivocally recommend your professional services to friends."*
- "On 20th January 2016 I entered into a Contract with Brian Donnelly of W Group Estate Agents to sell my Over 55's retirement unit. It was sold and contracts exchanged on 14th March 2016. Brian is in touch with the market for Over 55s villages and was able to offer me a greater level of expertise than three other real estate agents I approached. He was able to market my property appropriately and already had people on his books who he approached regarding my unit. His knowledge enabled him to suggest a price \$70,000 higher than the other quotes I had received and ultimately I received a price \$10,000 higher than he quoted to me in the first instance."*
- "We wish to thank everyone at W. Group for your invaluable assistance with the sale of our property. Your dedication and professionalism throughout the entire process were outstanding and the results amazing. We would wholeheartedly recommend W. Group to anyone that has to undertake the delicate process of selling or purchasing a property."*

W Group Principal, Matthew Walsh, said: "The number of personal testimonials that the W. Group has received from our delighted clients is indicative of our high level of service and reflects our success in the retirement area."



The Lakes of Cherrybrook

Take the Stress Out of Home Loans

- Committed to obtaining the best home loan or finance deal for you.
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 - Home Loans, Business Loans, Car Finance, Other Finance
- 44 Castle Hill Road West Pennant Hills NSW 2125**

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The W Group's expertise in retirement living options in the Hills area is paying dividends for countless home owners.

The agency has developed an almost seamless transition process by which home owners can realise the equity in their homes and buy into one of the many local retirement complexes.

The market's strength means that there has never been a better time to downsize.

Extraordinary price increases of homes in the Hills area has dramatically increased the equity of owners.

W Group Principal, Matthew Walsh, said that his agency some time ago identified a need for expert advice and assistance for home owners looking to trade in the family home and secure a more leisurely lifestyle and have spare cash in the bank as a result.

"To this end we have become proficient in advising home owners on the many options available to them, as well as assisting in the purchase of their retirement property.

We have taken the hard work out of comparing the various types of retirement properties and over the years we have helped many home owners make the transition, valuing and selling their homes for them and helping them purchase their choice of retirement property."

The W Group is happy to provide you with an obligation free, and up to date, Market Appraisal for your home. Why not call us today and arrange for an obligation free chat, which may help you to secure your dream retirement property.

A Complete Service For Downsizing



Cherrybrook Gardens



Lakes of Cherrybrook

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



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

Choosing the right PROPERTY MANAGER

The purchase of a rental property is one of the largest investments you will make in your lifetime, so choosing a Property Manager should not be a decision made lightly

When selecting a Property Manager, do not make the mistake of going with the agent who offers the cheapest rate – cutting the costs often means a lower level of service.

It is important to select a Property Manager purely by their merits. After all, you need someone who will provide you with the best possible property management service, not just lower fees.

A good property manager will ensure your property is well maintained, will strive to select good tenants and will conduct regular inspections.

Before selecting your Property Manager ask them how many properties they manage and find out how long they have been involved in the industry. An agent's history can paint a vivid picture of their success in property management.

It is also helpful to peruse any current or past customer testimonials.

When you are conducting your research, take the time to talk to other investment property owners and ask them about their experiences.

Word of mouth is one of the most reliable sources when you are looking for a trustworthy agent and taking their advice could save you a lot of time and money.

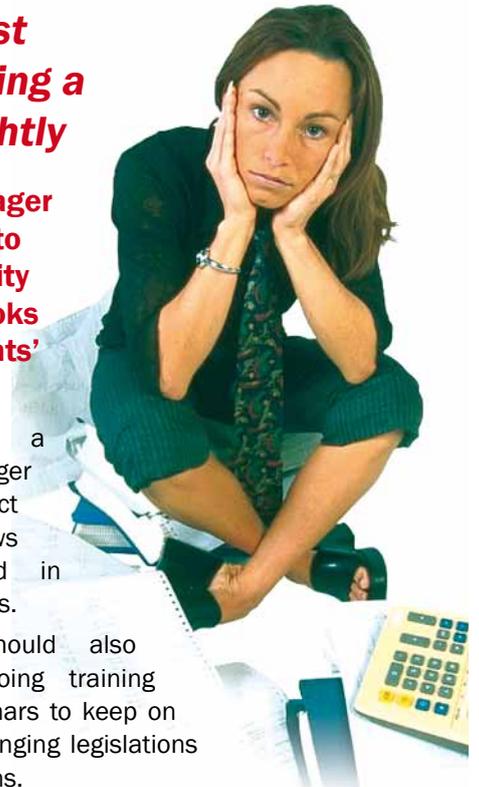
A property manager should strive to provide a quality service that looks after their clients' legal needs.

When choosing a Property Manager you need to select someone who knows the laws involved in investment properties.

Your agent should also participate in ongoing training programs and seminars to keep on top of all of the changing legislations and market conditions.

Attention to detail will see an agent strive to maximise the return on your investment.

Property management is no longer just about collecting the weekly rent; it is a comprehensive management service that should be provided by a competently trained property manager.



Want to rent your property?

W. 8407 9190
WGROUP 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.