

PROPERTY NEWS

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



Demand for properties rising in Pennant Hills

Read our full report
on page 3 >>

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- How to reduce stress when moving
- It's time to sell!
- Bargains for all renovators

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8407 9190

www.w-group.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 reader,

When you decide to enter the real estate market, you are constantly seeking information to assist you.

This is why *Property News* is such a wonderful tool to help you with these difficult transactions.

The real estate industry can be a little daunting for those who have little to do with it and this is why we are here to help.

If you have any questions relating to buying, selling, investing or anything else to do with real estate, we would love to share our knowledge and expert advice with you.

We will be only too happy to help.

Yours faithfully,



Matthew Walsh
Principal



**Suite 102, 4-10 Hillcrest Road,
Pennant Hills NSW 2120**

P: (02) 8407 9190

F: (02) 8407 9110

E: info@w-group.com.au

W: www.w-group.com.au

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How To Reduce Stress When Moving

Moving house is an exciting experience - although it can be stressful.

Partly because it's a major upheaval in your life, whether your new property is the place next door or somewhere across the country.

You can however, reduce the stress by taking time to plan and prepare the move. The smoother the transition, the less trauma you should experience.

You'll need to decide whether to use professional removalists or to hire a truck or van and do it yourself. Professional removalists can do all the packing for you, which would save you a lot of physical effort and time.

However, if you can't afford a removalist or prefer to save the money that it would cost, try to be as organised as possible about the way you pack and transport your belongings from one home to another.

A few tips include:

You'll need to begin your packing some time before you move, so start by packing things that you don't use regularly. There's nothing worse than having to rummage through boxes full of items looking for something essential. As moving day approaches, begin packing items that you use more regularly.

Keep one box until last. It should contain the things you will need until the time you move, such as equipment and products for a final clean of the house.

Label each box clearly, indicating its contents and the room where it belongs.

Just in case there is a last minute hitch, pack a small bag with a change of clothes, toiletries and anything else you might need for overnight in case the delivery of your goods is delayed or your moving date changes at the last minute.

If you're doing your own moving, work out the distance you'll have to travel between the two properties and how many trips you will need to make. This helps you to carry out the moving operation as comfortably as possible. Depending on the distance involved, you may decide it is better to do the move over two days rather than trying to settle into your new home at midnight.

Footnote: In the midst of all the packing and transporting, don't forget to arrange the connection of utilities such as gas, electricity and phone at your new home. It's no fun unpacking in the dark!

Take the Stress Out of Home Loans

- Committed to obtaining the best home loan or finance deal for you.
- Our services are free to you.
- Home Loans, Business Loans, Car Finance, Other Finance

44 Castle Hill Road West Pennant Hills NSW 2125

0404 874 296



Agency responds to urgent call by families for housing in Pennant Hills and nearby areas

WANTED: Homes in an area with good transport, schools and other facilities.

If your home is in Pennant Hills or the surrounding areas, it qualifies. If you have been thinking about selling, now is the time to put it in the hands of W Group Real Estate.

“We have been contacted by a number of families who are keen to purchase in this area as soon as possible,” said Matt Walsh of W Group.

Matt explained that awareness of the excellent train and bus services available was creating a strong demand for homes in the area. The number of quality local schools was also a major incentive for families to purchase properties in Pennant Hills, West Pennant Hills, Cherrybrook, Thornleigh and surrounding suburbs.

With its specialist knowledge of the real estate market in these areas, W Group is offering free market appraisals to help fill this urgent demand for housing.

Operated by father and son team David and Matt Walsh, the office is more than qualified to provide such help. David and Matt are the second and third generation of their family to work in the business. David started in the family office 40 years ago. Matt followed in his footsteps and has been fully licensed for more than 10 years.

This area ticks ALL the boxes!



Recently W Group expanded their strength in terms of local knowledge with the appointment of Brian Donnelly. Brian lives in Cherrybrook and has extensive expertise in the West Pennant Hills and Cherrybrook areas.

W Group specialise in residential sales and property management in Pennant Hills and the surrounding areas.

Their success stems from their personal approach to selling property and their awareness that every property

is different and every client has different requirements and expectations.

“We offer our clients new marketing initiatives, a powerful web presence, sign boards and print media,” said Matt. “Most importantly, we combine excellent communication and negotiating skills with a personal approach to selling”

For a free market appraisal and advice on selling your property from the people best qualified to help you, contact W Group Real Estate on 8407 9190.

Our sales team are ready to help you

Matthew Walsh
Principal



0416 115 993

David Walsh
Licensed Agent Director



0419 225 893

Brian Donnelly
Licensed Agent JP



0411 622 645

Priscilla Walsh
Sales



0400 527 404

Michelle Walsh
Administration



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www.w-group.com.au

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

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

Bargains for all renovators

Retailers and trade suppliers are doing deals!

Real estate gurus talk about the current perfect storm for property buying investors, but what benefits are there in the current market for people who already have an investment property, or even for first home buyers starting their reno?

Easy! Retail sales are at extremely low levels and home building has slowed with the result that businesses of all types, from retail chain store to building supplies companies, are discounting.

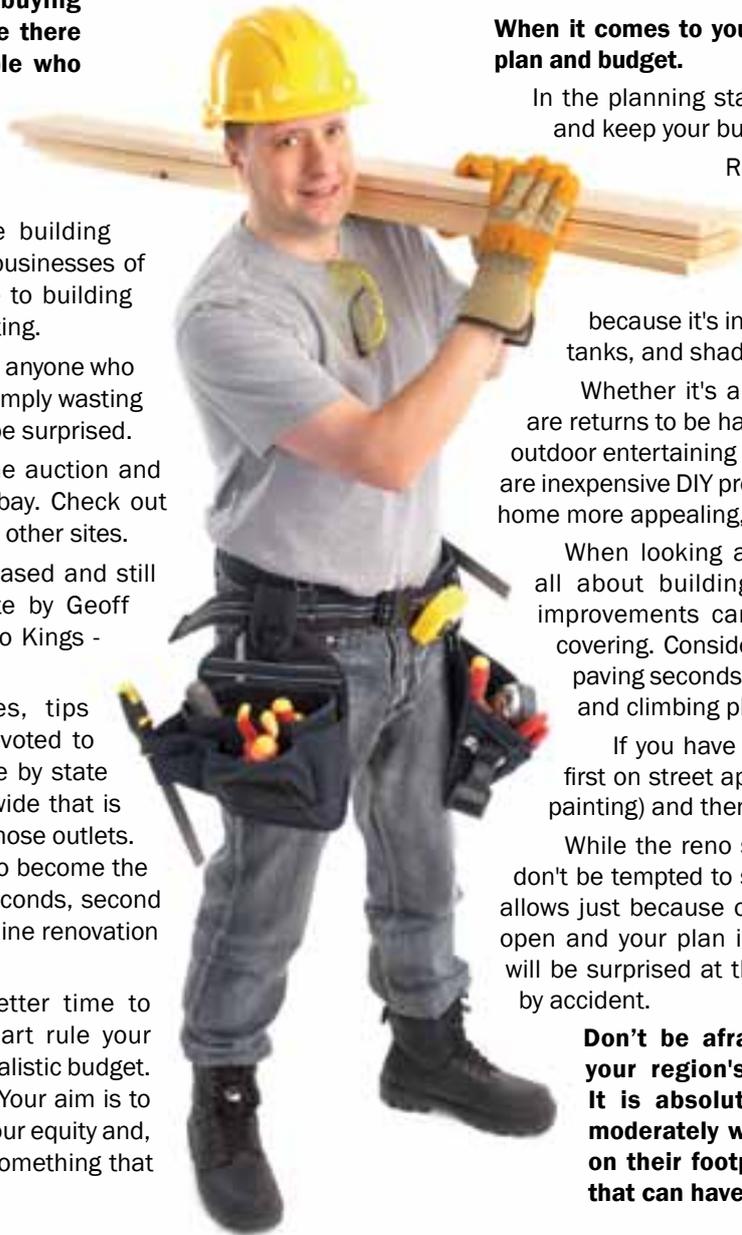
It really is a buyer's market and anyone who takes price tags at face value is simply wasting money. Make an offer and you'll be surprised.

Then, of course, there are the auction and classified sites. Don't stop at E-bay. Check out Grays online and the multitude of other sites.

One of the best recently released and still growing resources is a web site by Geoff Doidge and Paul Eslick, the Reno Kings - www.renos.com.au.

Set amid the many stories, tips and advice pieces is a page devoted to Renovation Materials. It's a state by state list of bargain outlets Australia wide that is being compiled by customers of those outlets. Geoff and Paul hope it will grow to become the most comprehensive listing of seconds, second hand, demolition, auction and online renovation material suppliers.

There has never been a better time to renovate. But don't let your heart rule your head. Do it fast and cheap on a realistic budget. You don't want to overcapitalise. Your aim is to increase your capital gain, build your equity and, in the case of a rental, develop something that will justify a higher rent.



When it comes to your reno the best advice is to plan and budget.

In the planning stages, don't forget the outside and keep your budget head on.

Remember, you don't have to spend a fortune if you think about it. You can get free plants from your local council, paint discounted because it's in dented tins, subsidised water tanks, and shade structures for a song.

Whether it's a first home or a rental, there are returns to be had from a deck or other type of outdoor entertaining area such as a pergola. These are inexpensive DIY projects guaranteed to make the home more appealing, and thus more valuable.

When looking at the external areas it's not all about building and creating. Sometimes improvements can be wrought by hiding and covering. Consider paint or even an overlay of paving seconds for an unsightly concrete area and climbing plants to cover a sad fence.

If you have to spend money, concentrate first on street appeal (front fences, lawns and painting) and then on lifestyle features.

While the reno should be completed quickly, don't be tempted to spend more than your budget allows just because of time. By keeping your eyes open and your plan in the back of your mind you will be surprised at the bargains you can discover by accident.

Don't be afraid to spend time trawling your region's more expensive suburbs. It is absolutely astounding what even moderately wealthy people will leave out on their footpath. It's high-end recycling that can have real benefits for everyone.

Want to rent your property?

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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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