

PROPERTY NEWS

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

ONE OF A KIND!



**West Pennant Hills property
achieves record price in
less than two weeks**

**Read our full report
on page 3 >>**

In this Issue of Property News:

- Getting ready for an open house
- Family home sold in less than 2 weeks
- The wary buyer will always win

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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,

The inner workings of the real estate industry can be extremely confusing for most people - there is so much information to absorb and it can be extremely overwhelming.

This is why in each edition of *Property News*, we endeavour to clear up the confusion involved in buying or selling property and also managing your investment property.

When you decide to buy or sell, learning as much as you can about the industry can assist you with the process.

We would be only too happy to answer your questions and assist you with your enquiries, so feel free to contact us at our office on 8407 9190.

Yours faithfully,



Matthew Walsh
Principal



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Getting ready for an Open House

There's nothing like the prospect of guests to inspire a whirl of house cleaning.

And when you're opening your home to an unknown number of people, one of whom you hope will buy it, there's even more reason to get out the vacuum, duster and household cleaners and get ready for action.

As well as cleaning your home, you will want to ensure it is inviting to purchasers. So, while you need to make it as appealing to them as possible, you should also remove some of the personal touches that have made it your home, such as family photographs, sporting trophies, holiday souvenirs, children's drawings, appointment reminders and paraphernalia on the fridge.

In addition to removing most of your personal items, it's also a good idea to declutter your home. You've probably arranged your furniture for your family's



comfort and convenience, but now it's time for a change. Clear counter tops and remove some furniture to make your rooms look more spacious. Try to take at least one piece of furniture out of every room, and rearrange what's left to provide the best effect. It's even worth considering putting some furniture into storage to improve the appearance of your home and to make it easier for people to envisage themselves living there.

As well as being fresh and clean for the inspection, your property should also smell that way. Try to keep fresh flowers throughout the house. Room fresheners can also be used, but keep them in inconspicuous areas, so that people don't wonder what you're trying to hide. If you have pets it is advisable to keep them outside or even get friends to take them for the day. Potential buyers will not necessarily love them or their fragrance as much as you do, and might even be allergic to them.

It's a lot of work but it's worth the effort to make your home clean, sparkling and ready for inspections.

By making it as attractive as possible to buyers, you're likely to sell it more quickly and also to get a better price for it.

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It took just 13 days on the market for this West Pennant Hills home to find new owners.

Not only did the home sell quickly and prior to auction but in the process it achieved a record price for properties of its size.

Among its advantages were its individual design, quality finishes, immaculate presentation and excellent location in New Farm Road, West Pennant Hills.

It also had the benefit of being in the capable hands of W Group Real Estate, who specialise in residential sales in Pennant Hills and surrounding suburbs.

With their expert assistance, the sale of the 500 square metre property created a record price for property under 600 square metres in the West Pennant Hills area.

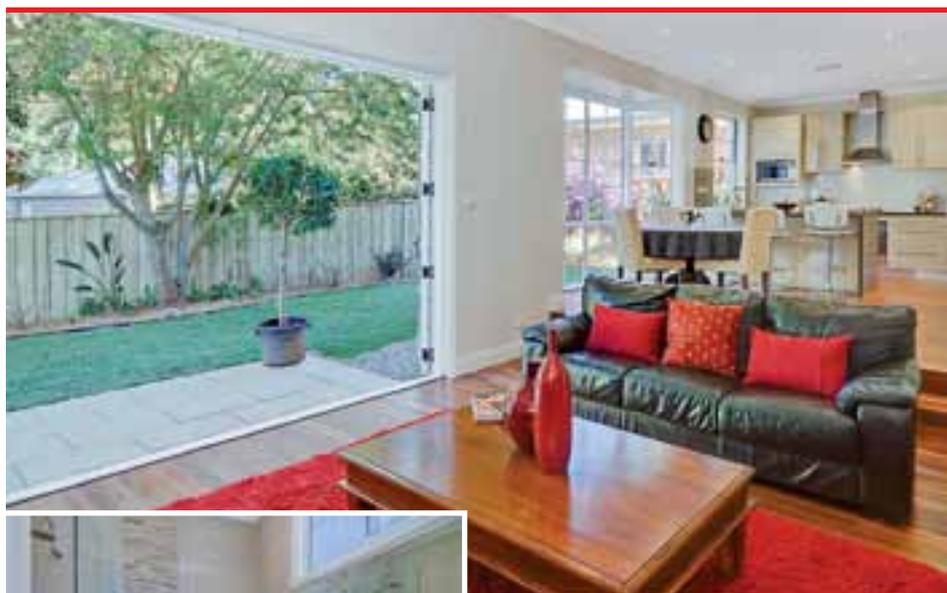
Listing and selling agent David Walsh said the successful result indicated the value of presentation and attention to detail when selling a property.

Marketing of the home drew the attention of prospective buyers to these points and also to the individual features of the home, including its four double bedrooms, Caesar stone kitchen, designer bathrooms with quality finishes and formal and informal living areas complete with a large sunken family room with 11ft ceilings. Landscaped gardens with a two-tiered sandstone wall encompassing a timber deck and built-in timber bench added to the appeal for buyers.

Another selling point was the property's location, close to shops, schools and railway station.

Family home sells prior to auction

Top presentation and attention to detail ensured a quick sale for this property



The personal service provided to both buyer and vendor by the W Group was also an important factor in the successful result. This personal service underlines the fact that the team at the

W Group is aware that every property is different and that each client has different requirements and expectations. Combined with an individually tailored approach to selling each property is the W Group's sophisticated approach to marketing, including a powerful web presence.

For help from real estate agents who understand your needs, contact W Group Real Estate on 8407 9190.

Our sales team is ready to help you

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Principal



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Licensed Agent Director



0419 225 893

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Licensed Agent JP



0411 622 645

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

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Hidden Expenses Avoidable

PROPERTY inspections are not a luxury or Delete Option for buyers. They are essential if you are to avoid additional costs when you can least afford them – soon after committing to a new home.

Ironically, people who would not dream of buying a second hand car without an inspection will all too often see a property inspection as a corner they can cut in the interests of saving money or, worse, for fear of finding something wrong with their dream buy.

The bottom line is that a home is the single largest financial commitment most people will ever make and you would be foolhardy to rush into it without the facts.

A property with serious faults can end up costing you tens of thousands of dollars, not to mention the impact on your time and the stress involved. The short term answer may be to add the costs to your mortgage, but it's not the clever answer.

Most stories of property heartache arise for auction purchases where buyers have arrived unprepared and let their hearts rule their heads.

The absolute rule of thumb if you are a prospective auction buyer is to have the necessary inspections carried out well before auction day.

If your dream buy is in danger of slipping away and you feel you must secure it with a deposit, then have your solicitor draw up the paperwork making the offer subject to the full range of inspections.

The pre-purchase checklist before committing to your new home is a long one but here are a few of the things to bear in mind:

Building inspections must be done by a registered builder or licensed architect so that if they make a mistake you are covered by their insurances.

If your dream home is on a sloping block you would be well advised to also pay for a geotechnical report into the stability of the land. Don't assume just because there is already a house on it that all is OK.

Pest inspections are also a must. Your building

The wary buyer will always win



Inspections are a must

inspection may easily miss signs of termite infestation that will be obvious to a pest professional.

If your dream purchase is a unit, arrange to have your accountant/solicitor inspect the books and records of the owners' corporation which will be available from the strata manager or the corporation's secretary. The last thing you want is to buy into a corporation with liabilities or without the funds necessary to maintain and repair common areas.

Ensure that all of your inspections and related advice is by/from qualified professionals and that your reports are in writing. As an added safeguard, ask to see their licences and insurance Certificates of Currency.

While the checks and inspections will add to your overall costs, the price will be insignificant in comparison to the costs you could be facing if you fail to tread the path of the wary.

*Want to rent your property?
Let us make it easy for you...*

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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.

