

# PROPERTY NEWS

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

# SPRING RUSH BEGINS!



***Strong buyer interest in  
Pennant Hills property***

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

**In this Issue of Property News:**

- **Choosing the right property manager**
- **Spring rush begins!**
- **The wary buyer will always win**

**W.**

**WGROUP**

**8407 9190**

[www.w-group.com.au](http://www.w-group.com.au)

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

## Letter from the Editor

Dear reader,

So much has happened since our last edition of *Property News* and in this issue we will give you an update on everything you need to know.

Whether you are selling or buying or are the owner of an investment property, you need to keep up to date with the latest industry news.

In this edition, we will cover important issues that give helpful and current information on everything you should know.

This industry is extremely fast paced and it can be confusing to keep up with things, so if you have any questions please feel free to contact us.

We will be only too happy to help.

Yours faithfully,



**Matthew Walsh**  
Principal



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# Choosing the right Property Manager

**Buying an investment property is an important  
step forward in your financial future**

It also represents a major outlay that needs to be managed carefully. The right management helps to minimise the risks and maximise the returns associated with your new ownership.

One of the best ways to do this is to employ a property manager to help you.

The right property manager can take most of the work and worry out of owning and running an investment property, leaving you free to enjoy the financial benefits. Some of the tasks a property manager can take off your hands include finding and screening suitable tenants, conducting regular inspections, advising you when maintenance and repairs are needed and organising that work on your behalf.

So far so good. But how do you choose the right property manager?

First, make sure you select a property manager who is a licensed real estate agent. This should ensure that your manager understands real estate law as it applies to rental property.

The right manager will know the importance of keeping your property tenanted so that it continues to generate income for you.

When deciding on a property manager, you should check that they already have experience in screening, interviewing and choosing tenants.

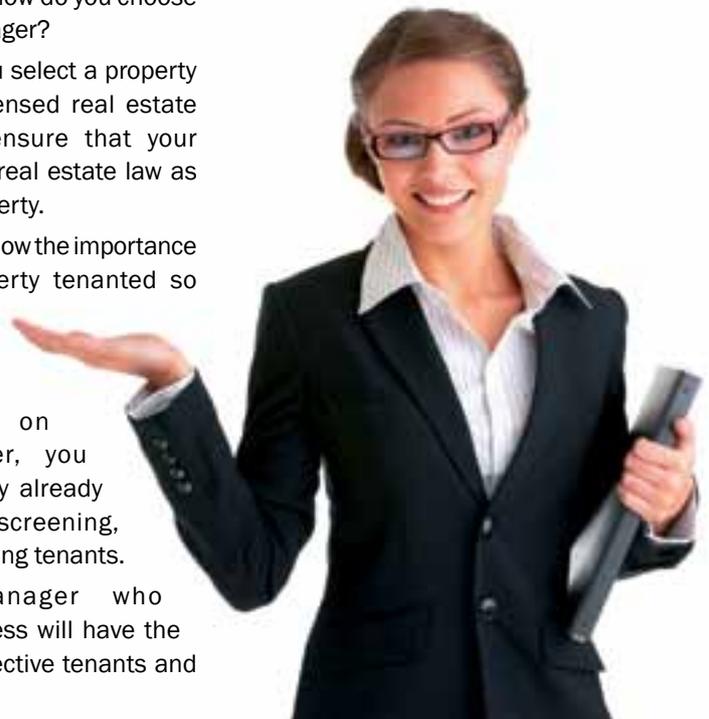
A property manager who understands this process will have the ability to assess prospective tenants and

check their references before entrusting them with your property.

It's also important to feel confident that you will be able to communicate with the property manager you choose. A manager should be prepared to keep you fully up to date in relation to matters affecting your investment property. In turn, you should know that your property manager will be easy to contact and approachable whenever you want to discuss anything about your property and tenants.

Don't be afraid to ask questions when you are assessing the person who will be managing your investment property.

**In this way you'll both know where you stand and can work together to make a success of your investment.**



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- Committed to obtaining the best home loan or finance deal for you.
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**0404 874 296**



It's just gone on the market but, as the Spring rush gets under way, this Pennant Hills property is already attracting strong buyer interest.

Listed with W Group Real Estate, the home offers an outstanding location and the potential to renovate and/or extend it into your dream home.

And it's all situated on 841 square metres of prime land at 2 Pomona Street, Pennant Hills, with views towards Chatswood and the city, and proximity to a number of facilities.

Offered for sale for the first time, the property comprises a 1930s double brick family home in original condition.

An above ground pool with deck is part of the package, offering plenty of opportunity for relaxing with the family or entertaining guests during the summer months.

As an additional bonus, the home is in a great location, close to both Thornleigh and Pennant Hills station and shops.

When you place your property in the hands of W Group, you can be sure you

# Original family home for sale

**Here's a home that has outstanding potential**

are dealing with an agency that offers strong family values along with decades of experience in the real estate industry.

Operated by David and Matthew Walsh, W Group specialises in residential sales and property management in Pennant Hills, West Pennant Hills, Cherrybrook, Thornleigh and surrounding suburbs.

Emphasis is on the personal approach, with the sales team ready and able to give every client individual attention and to regard every property as special in its own right. There is also a strong awareness

that every client has different needs and requirements in relation to property, with W Group more than able to recognise and meet those needs.

Combined with the individual approach to selling property are skills in marketing, communication and negotiation, all of which add up to a successful and trouble-free real estate experience.

**Whether you want to sell, buy or rent a property, you'll get top results in fast time when you contact W Group Real Estate on 8407 9190.**



## Our sales team is ready to help you

**Matthew Walsh**  
Principal



0416 115 993

**David Walsh**  
Licensed Agent Director



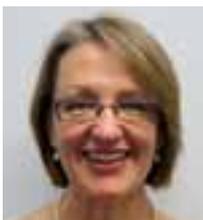
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**Brian Donnelly**  
Licensed Agent JP



0411 622 645

**Priscilla Walsh**  
Sales



0400 527 404

**Michelle Walsh**  
Administration



8407 9190

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**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.*

# 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.**

## **WE HAVE MOVED!**

*The W Group has made the move.*

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**W**  
WGROUP

**The family owned real estate agency has moved to new premises in Shop 15, 5 Hillcrest Road, Pennant Hills.**

The business, which formerly operated from upstairs offices in the Pennant Hills Market Place, is already reaping the benefits of its prominent new location.

"Our new shopfront in the heart of Pennant Hills has given us more exposure in one week than we had previously," said agency principal, Matt Walsh.

For all your property needs, visit the W Group team at their new premises or phone them on 8407 9190.