

PROPERTY NEWS

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

NEW OFFICE NOW OPEN!



W Group moves to new position in the heart of Pennant Hills

Pennant Hills property owners have welcomed the relocation of the offices of the W Group.

The family-owned business has moved from the Pennant Hills MarketPlace to a more prominent position in Shop 15, 5 Hillcrest Road, Pennant Hills.

Anyone interested in buying or selling property, or just interested in having a chat about real estate matters, is welcome to call into the new premises or phone the W Group on 8407 9190.

In this Issue of Property News:

- To decorate or not?
- How to find the best agent
- Getting the right tenants

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WGROUP

8407 9190

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,

Merry Christmas and Seasons Greetings to you, your loved ones and friends!

We welcome you to our last edition of *Property News* for 2012. In this issue we will give you an update on everything you need to know.

In this edition, we will cover important issues that give helpful and current information on everything you should know from choosing an agent to setting up Christmas Decorations.

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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Christmas Decorations



If your house is for sale, is it all right to decorate it for Christmas?

It's a question that many people ask themselves, especially those who like to make an all-out effort with the tree and tinsel in the festive season.

It is, of course, quite natural that you and your family will still want the pleasure of decorating your home, especially as it will probably be the last time you spend Christmas there.

*When you're on the market
should you deck the halls?*

But in the interests of securing a buyer for your home, it's advisable to tone down those decorations as much as possible.

When you're selling your home, it should look uncluttered. As well as enhancing its appearance, the absence of clutter helps prospective purchasers to imagine their own furniture and other possessions in the home which, in turn, makes them more open to the idea of buying it.

If you set up an enormous Christmas tree and lots of decorations, this can distract people from other features of the home, and will also make the space seem smaller than it is.

Therefore, while it's quite all right to have some reminders of the Christmas season on show, make sure you keep them small and tasteful. A small tree on a sideboard or placed discreetly on a table in a corner of the room will still convey the festive spirit without dominating the room.

It's a good idea, too, not to have heaps of wrapped gifts on display in the pre-Christmas season. This could have the effect of making the home seem very

personal to you, which could prevent people from being to see it as theirs.

By keeping your decorations to a minimum in this way, you can still enjoy Christmas and possibly help yourself to make a sale as well. And you can celebrate to your heart's content next year in your new home!



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- 44 Castle Hill Road West Pennant Hills NSW 2125**

0404 874 296



We stand out from the rest!



Choosing the right agent is easy in Pennant Hills

Selling or buying a home is one of the most important financial moves you will ever make in your life.

And in order to buy the property that is right for you or sell at the best price possible it is essential that you choose an agent with the necessary skills, knowledge and ability to ensure you are happy with the outcome.

Finding the right agent can be a problem for some people – but in the Pennant Hills area, there is no such problem.

The W Group stands out for many reasons, with just a few of those reasons including:

Local knowledge: The W Group is operated by father and son team David and Matthew Walsh, members of a family which has lived in Pennant Hills since the 1920s. Three generations of the family have attended Pennant Hills Primary School and overall the family has clocked up 50 years experience in real estate. This means the W Group has expert and unparalleled local insight and knowledge of the real estate market in the area.

Ability: Members of the W Group team pride themselves on achieving the highest price in the fastest time – no vendor could ask for more.

Personal service: By not taking on too many listings at a time, the W Group ensures that each sales person can provide individual attention to clients.

Do not believe in taking on too many listings as each sales person can only truly look after four to six listings at a time./

With expert knowledge in all aspects of real estate, the W Group will make sure your buying or selling experience is effective and stress-free.

Call in at the new offices of the W Group in Shop 15, 5 Hillcrest Road, Pennant Hills or contact them on 8407 9190.

Our sales team is 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



8407 9190

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WGROUP

8407 9190

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.

How to find the tenants who are best for you.

When you've bought an investment property, it's vital to select the right people as tenants.

Taking time and care in the selection process, or having a property manager who will do this for you, helps to ensure your tenants will pay their rent regularly and will look after your investment property.

When selecting tenants, you should:

- Make sure they have filled out all the required information on the application. If they provide information that is vague or incomplete, there could be something about their past rental history that they want to hide.
- Follow up on references rather than just glancing over them. You need to be sure this applicant is genuine. If you have a property manager, it is easy to have the tenancy database checked to ascertain the credentials of the prospective tenant.



Get It Right!



- Meet the prospective tenants personally or arrange for your property manager to interview them. This helps you to get to know them, and to ascertain whether they are the type of people to whom you are prepared to entrust your property. If a number of people apply for the tenancy, it's worth taking the time to meet and assess them all. It may be time-consuming for you or your manager but it will save problems and money in the long run.
- Ensure that you or the person who will be managing the property for you runs a credit check on prospective tenants. If they don't have a good credit record, you could find yourself having problems obtaining the rent.
- As with the credit check, find out the applicant's employment history. Someone who is capable of holding down a steady job will also be more capable of paying the rent regularly. A phone call to the person's employer will also help to verify employment.

Collect a rental bond that will be lodged with the Department of Fair Trading and also make sure you receive at least two weeks rent in advance of the commencement of the lease. Complete an inventory of the property and a report of its condition before the tenant moves in.

WE HAVE MOVED!

The W Group has made the move.

8407 9190

www.w-group.com.au

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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.