

# PROPERTY NEWS

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

# Rare Offering



## **FOR SALE: Three Bedroom, Torrens Title, Pennant Hills Duplex**

In a hot property market few properties last long. When they tick absolutely all of the buyer boxes, as is the case with 12 Malahide Rd, Pennant Hills, they are almost certain to be snapped up very quickly.

FULL STORY P.3

In this Issue of Property News:

- Presentation Is Everything When Selling
- Rare Offering Won't Last
- Maintenance Maintains Income

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

## Letter from the Editor

Dear Readers,

Preparing to sell is a bit like the Christmas song "Making a list and checking it twice."

With the peak Spring selling season looming, many are looking at their selling options. If you have decided to sell there is no time to waste.

Go to one or two open homes and look at presentation standards then sit down and make a list of the things you need to do to your home to get it up to scratch...everything from that creaking floor board to the paint on the front door.

Don't forget the fences gates and gardens.

If you need someone to cast an experienced analytical eye over your property, call us.

**Matthew Walsh**  
Principal



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# 4 steps to ensure your property is viewed at its best

**Showcase your property in its best light by following these simple but effective points. An eye for detail counts when selling!**

## **Why do some properties sell quickly, where others remain on the market for many months with no success?**

In this story we look at three points that if not considered carefully, can see your property languishing on the market for months to come.

### **Expecting an unrealistic price.**

Selling real estate is very similar to trading in shares on the stock market.

Presentation levels, pricing and length of time taken to sell, all vary according to the area and the state of the property market at sale time. Buyers should select an agent who can provide them with accurate and timely advice on their area.



Agents may promise you the earth, but no buyer will pay more than what your property is worth in today's market.

Just because a similar property sold for a higher price 12 months ago, doesn't mean you can expect the same high price today.

### **Not offering flexible inspection times.**

We all live in a fast paced world. Potential buyers may not be able to visit your property for an inspection at a time that fits in with your schedule.

For example, if a shift worker can only see your property at a time outside

the advertised inspection times, it can be worthwhile offering flexible times for inspections so that every buyer gets the chance to inspect your property.

### **Make sure your property is clean.**

First impressions are extremely important when inspecting a property for the first time.

It is not uncommon to hear of buyers expressing disgust to a real estate agent about the lack of cleanliness in a home that they had visited for an open inspection.

Don't allow untidiness to be the reason why a buyer dismisses your property.

If you don't have the time to clean the property thoroughly, spend a little extra money and hire a cleaner for a couple of hours to give the property a thorough clean from top to bottom.

### **Failing to fix up any broken items.**

When we hold an inspection we are trying to create the thinking with a buyer that your property is, without a doubt, the place they should call home.

If every item, whether it be a simple light bulb or a fly screen, is in perfect working order, it leaves a strong message with the buyer that this property is a good investment as it has been cared for by the owner.

**Remember: Set a realistic price, have flexible viewing times, ensure your property is tidy and fix any broken items around your property.**

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**0404 874 296**

  
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# Interest In Malahide Rd Offering Already High

**W Group Estate Agents' buyer database is so strong that interest is already gathering for 12 Malahide Rd, even before it has been listed on a web site.**

The first inspection isn't even scheduled until August 29, but for many buyers the description has been enough.

In a highly sought after location, the property is perfectly positioned in a tightly held cul de sac across the road from Pennant Hills Primary school and close to shops and railway station

Ideally suited for young families or people wishing to downsize, it is an extremely rare Torrens Title duplex of three bedrooms and two and a half bathrooms.

It features spacious combined lounge and dining room, and a modern kitchen with adjoining informal meals and family room.

There are three double bedrooms . The master bedroom has a walk-in robe and an en-suite.

A covered outdoor entertaining area, open paved patio and beautifully manicured private rear yard complete the picture of a property that has been extremely well cared for and offers the ultimate in low maintenance lifestyle.

It is a private sale, listed without a price - an enticing prospect for many looking for the ultimate, easy-care home that is close to literally everything.



## Our sales team is ready to help you

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Principal



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

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

# Maintenance

## Protect your investment

Ensure your rental property is in tip top condition to reduce the risk

**Buying a rental property and becoming a landlord can be an intimidating, yet thrilling experience.**

Once you dive into property investment, it is vital to employ the services of a professional agency and property manager to guide you through the complex process.



By employing a trusted property manager, the stress of being a landlord is significantly minimized as they can provide you with all the information

you need to make your investment not only successful, but almost stress-free.

The experienced property managers at W Group pride themselves on keeping abreast of all the changes in the industry and providing their landlords with the best service and advice possible.

**When you are committing large amounts of money into an investment property, it is vital that you take the necessary steps to protect your investment in case a problem arises.**



The first most obvious step landlords should take when looking to protect their investment is taking out landlord protection insurance.

This insurance covers landlords in an unexpected situation where they may lose

rental income or the property is damaged. Landlord insurance is tax deductible and also provides peace of mind for landlords.

**While insurance is the best way to protect your property, there are other more practical steps to take which can be even more important.**



Ensuring your property is fitted with safety devices like working smoke alarms, electrical safety switches and even a fire extinguisher could

prevent a catastrophic disaster, which has the potential to destroy your property and more tragically, may take a life.

These devices are relatively inexpensive and allow you to provide a safe environment for your tenants while potentially preventing serious damage to your property. It is often a good idea to replace these items when a new tenant moves into the property.



Carrying out regular maintenance inspections, like annual pest inspections, will ensure your home is protected from

destructive pests like white ants.

It is also a good idea to have a yearly building inspection carried out by a reliable professional to ensure there are no potential building defects.



**When maintenance is needed on your property, it is very important to attend to the problem as soon as possible to avoid liability.**

Attending to maintenance issues promptly will reduce the chance of possible injury to your tenants and could also prevent a small repair from turning into a bigger, more expensive problem.

When work needs to be carried out on your property, your property manager will be able to inform you on the best action to take and they can also recommend a qualified tradesperson who is licensed to carry out the work.



Landlords need to be able to put their full faith in the skills and expertise of the property management team if they want their property

investment experience to be as smooth sailing as possible.

**For more information about property investing, maintenance or other property management issues, talk to the experienced and friendly team from W Group who will be only too happy to help.**

Want to rent your property?

**W. 8407 9190**  
WGROUP [www.wgroup.com.au](http://www.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.**



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