

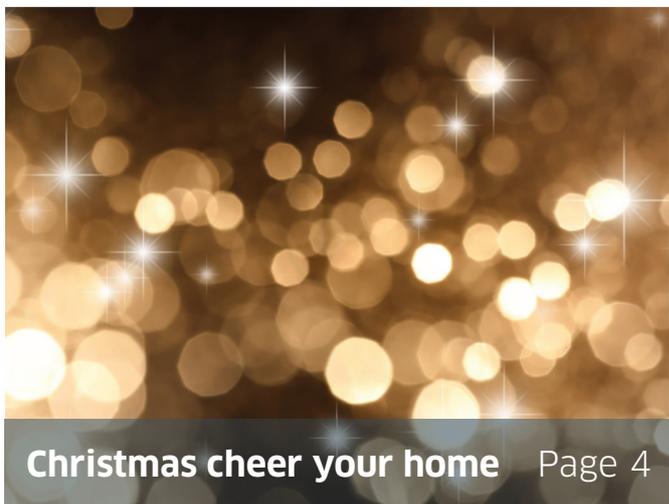
# Hills Living

December 2015



**Presentation and easy,  
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# Hills Living Viewpoint

We'd like to thank all our loyal clients who have worked with us through 2015. Each year we see young couples move into their dream home in the wonderful Hills District. Others, get back in touch after years in a home - ready to sell after building a life and raising a family. These clients are generally looking for something smaller in the Hills or new adventures in places further afield. Working with you, as you carve out the stages of your life is a rewarding and privileged role.

Thank you for sharing those journeys with us.

Kind regards,

**Deb Newton**

General Manager



## New laws to protect buyers

New laws will come into effect on January 1, 2016, to help protect buyers navigating the sometimes daunting real estate market.

In particular, the laws focus on transparency around property values. At auction this means agents must offer a price guide that truly reflects the value they believe the property holds. For homes sold outside auction it means no more "Offers Over" style advertisements.

The laws aim to crack down on underquoting - when agents offer a price guide on a property well below what it is likely to sell for.

The changes mean:

- Agents will need to provide written evidence of their estimated selling price to the vendor.
- When marketing an agent must not quote a figure less than their estimated selling price in the agency agreement.

- Agents will also need to keep a written record of every statement of price they make to buyers, prospective buyers, vendors and prospective vendors.

REINSW President Malcolm Gunning said the reforms would help ensure professional standards within the industry.

"We support this legislation that will require agents to be much more accountable in the determination of current market value and provides transparency to those seeking to make a purchase," Mr Gunning said.

"These reforms are a step forward for the real estate industry and are in line with our goal of stamping out poor agency practice.

"We are working with NSW Fair Trading to prepare real estate agents for the new laws."

Agents found guilty of underquoting may lose commission or fees from the sale in addition to the existing penalty of \$22,000.

# Perfect presentation and easy living

Only occasionally does a quality, single level home with meticulous presentation come onto the market.

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## FOR SALE

Offers over \$980,000



With astounding attention to detail, four bedrooms and spacious living areas this could be just the home you've been waiting for.

Taking pride of place on a level block in Kellyville Ridge the near new home boasts excellent fittings and inclusions, but perhaps more importantly, an existing owner who has been meticulous in maintaining the home's many living areas and delightfully landscaped yard.

The stunning kitchen is a show stopper with the finest European appliances, stone benchtops, polyurethane cupboards and polished porcelain floor tiles. These high end fittings and inclusions are important but perhaps, even more significant is the way this modern kitchen so effortlessly flows into the adjoining family and meals areas.

There are ample indoor and outdoor living spaces through this high quality home and each has been masterfully finished to the highest of standards.

The home's master bedroom boasts an ensuite and walk-in robe and the bathrooms are superbly presented – also with stone and polyurethane fit out. Outside a welcoming alfresco entertaining area with timber deck awaits.

This divine home is a walk to the popular Peel Reserve, John Palmer School and new Woolworths shopping centre. It boasts a range of extras including ducted air, alarm, dishwasher, double auto garage with internal access, keyless entry and two mounted televisions.

**Call us now to make inspection arrangements!**

# Christmas cheer your home

As we barrel toward Christmas many will be trimming their home and tree with Christmas cheer.

Castlehaven sales expert Vicky Williams is a keen Christmas decorator and says your trimmings don't always have to be elaborate to make an impact.

"When you enter a home and there are decorations that have been collected over years it really gives you a warm feeling. I'd hope anyone selling their home would have a few of these decorations around at this time of year," Vicky said.

"Even if you're not selling it's great fun and a wonderful tradition within families."

Vicky's advice is to:

- Focus on a key room or rooms rather than trying to decorate an entire house if your supply of ornaments is limited.
- Buy one or two special items each year and slowly build your collection.
- Frame those Santa photos and put them up around the home each December. Bright Christmas frames will help bring the festive cheer alive and you'll enjoy the walk down memory lane.
- Be selective with lights. Some families construct a stunning Christmas wonderland but a few well-placed solar, fairy lights can be a hit too.

## What's on in December

### ✔ Sydney Hills Water Wonderland

December 26 to January 26 - 10am to 7pm, Bella Vista Farm, pricing and session times [www.waterwonderland.com.au](http://www.waterwonderland.com.au)

### ✔ Glenhaven Carols by Candlelight

December 13 - 5 to 9pm, Glenhaven Oval

### ✔ Bush Treasure Hunt and Walk

January 14 & 19 - 9.30 to 11.30am, Fred Caterson Reserve meet field 1 carpark, ages 8 to 13. Phone 0407 456 577

## Call one of our **sales experts** to sell your property

### Hills Residential Sales Experts



**Deb Newton**  
General Manager  
0414 641 652



**Colin Moss**  
Residential Sales  
0418 668 898



**Chris Fell**  
Residential Sales  
0403 531 088



**Russ Williams**  
Residential Sales  
0416 170 040



**Bryce Morley**  
Residential Sales  
0419 412 304



**Ryan Hawes**  
Residential Sales  
0431 687 600

### Hills Residential Sales Experts



**Vicky Williams**  
Residential Sales  
0411 253 878



**Dave Mills**  
Residential Sales  
0403 596 372

### Property Management



**Beck Stevenson**  
Portfolio Manager



**Kere Funnell Moussa**  
Commercial  
Property Manager



**Rachel Robinson**  
Property Manager