

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

**Just
Listed**

Ticks All The Boxes



- ✓ Big Block
- ✓ Pool
- ✓ Close To Shops, Park, Schools
- ✓ Cul de Sac
- ✓ Side Access
- ✓ Three Bedrooms



Rarely does a home come along that ticks all of a buyer's boxes, but when it does it is a sure bet it will not last.

Castlehaven is convinced that their most recent Castle Hill listing at 6 Tathra Place is just such a property.

Read our full report
on page 3 >>

In this issue of Property News:

- Inspection Day Tips For Sellers
- Castle Hill's Complete Package
- Spring, Summer - Time For Selling

 Castlehaven

Call us on: 9634 5222

MESSAGE FROM CASTLEHAVEN

Dear readers,

Currently there are more buyers than sellers in the market, but this situation will not continue indefinitely and potential vendors need to act quickly to capitalise.

The Reserve Bank's recent decision to keep the cash rate on hold at 2.5% for the 15th consecutive month was good news for vendors and buyers alike but there were signs of change.

Most commentators agree that interest rates will move higher in the first half of next year and proposals for new rules to limit the extent of investor lending could reduce buyer activity.

Sellers need to act now while the market is in their favour.

Kind regards,

Deb Newton
General Manager



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Keep it positive!

Before putting your property on the market make sure you eliminate the negatives

First impressions count, so the first few minutes are vital when someone is inspecting your property with a view to buying it.

That means you need to follow the advice of the old song, "**Accentuate the Positive, Eliminate the Negative**", to ensure that prospective buyers like what they see as soon as they arrive at your door.

Assuming you've done everything you can to accentuate the positive, with your home clean, tidy and in a good state of repair, what are some of the negatives that might still have the potential to turn people against the idea of buying your home? And what can you do to eliminate them?



De-clutter

Prospective buyers need to be able to visualise themselves living in the house. Without depersonalising it totally, leave it as clear as possible so they can picture their own furniture and possessions around them. This doesn't mean taking everything off every bench top, but clear the decks of unnecessary paraphernalia, put three quarters of your personal stuff away and you'll be surprised at the difference it makes.



Deodorise

If you smoke or have pets, newcomers to your home will probably notice odours that you have become accustomed to. Or perhaps you have a piece of furniture or old books whose musty smell doesn't bother you but may bring a wrinkle to the noses of prospective buyers. Track down such odours and remove them by cleaning or putting the items into storage. Put fresh flowers around, open your windows if the weather permits and invest in a few aromatic diffusers for various rooms.



Lighten up

Most people prefer light homes. Besides, if your home's interior is extremely dark, they may wonder what you're trying to cover up. Before your home goes on the market, consider repainting any dark walls in a light, neutral shade. Make sure all the lights work and trim any trees outside windows. Before an inspection, open blinds and curtains to let in as much natural light as possible - and make sure your windows are clean!



Keep your distance

Many people feel intrusive when inspecting a home whose owner is on the premises. If you're at home, keep a low profile and let your agent show the people around.



This will make the process a lot more comfortable for everyone.

Within days of going onto the market this Castle Hill home was attracting a huge amount of buyer interest.

Castlehaven's Deb Newton said that it quite simply ticks all of the boxes.

The list of desirable features starts with a huge 816 sq.m. block that affords plenty of room for expansion in the future, for the children to play and to store toys such as boats and vans.

Then there's the location of the block in a quiet cul de sac within walking distance of not only Olola Ave Reserve and the sporting fields at Greenup Park, but Towers, the future rail link, and city bus interchange.

Access to shops, transport and schools adds to that appeal.

The brick veneer home itself boasts a rendered external façade, a spacious and updated kitchen, three bedrooms (two of them with built-in robes), polished timber floors and a rumpus room in addition to the more formal lounge room

Outside is a sunny rear yard with a salt water in-ground pool and paved entertaining area for socialising on warm summer days.

Other features include air conditioning, a garage and access on both sides—perfect for boats, trailers and other storage needs.

"This home just has the best of so many worlds - with its land, excellent location and fabulous presentation," Deb said.

To inspect this home please contact the team at Castlehaven today on 02 9634 5222.

Castle Hill Listing Will Sell Quickly



 Castlehaven

Real estate made easy!

Call one of our sales specialists to sell your property



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It's the season for buying and selling



Is Spring the best time to buy or sell a home?

There are quite a few answers to this question, with replies relating to the state of the market, your finances, your requirements, interest rates and other such matters coming thick and fast.

But while it is, of course, best to buy or sell when it suits your individual needs, there's something about Spring that seems to start the market ticking over.

And this "Spring effect" has flow-on benefits for both buyers and sellers alike.

Buying in Spring

The weather has a lot to do with it, of course. If you're planning to buy, there is much more incentive to get out and about once the weather is warmer, rather than shivering through inspections in the

winter cold. This anticipated increase in inspections during Spring encourages people to put their homes on the market, providing you with many options to choose from.

Selling in Spring

Planning to sell in Spring also makes sense from the point of view that this is usually the time when your house and garden are looking their best. It is also the time when people are keen to buy because they hope to be able to move and settle into their new home before the Christmas break, so there is more chance

of attracting genuine buyers.

One well-known real estate principle is that it is wise to be a buyer when other people are selling, and to be a vendor when other people are buying. The great thing about Spring is that this applies both ways. It's a time when some people are selling and others are buying, resulting in it being the prime real estate season.

So whether you plan to buy or sell property, make up your mind to make the most of Spring and look forward to an outstanding result!

spring selling to do list

Wash house, remove cobwebs

Pressure wash paths

Weed paths, gardens & lawns

Plant shrubs, flowers

Touch up or re-paint particularly gutters and front door

Wash windows

Freshen, repair fence

De-clutter yard & house

Castlehaven

Real estate made easy!



Beck Stevenson
Senior Portfolio Manager



Tara Faulkner
Property Manager



Kere Funnell Moussa
Property Manager

Our property management staff are committed to protecting your investment and obtaining the best possible return. For an obligation free appraisal of your rental property contact us and we'll look after you.

**Call us today
on 9634 5222!**

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