

PROPERTY NEWS

Ideas to help you when you're buying or selling

Sold \$835,000



SOLD

11 Hobart Ave,
Umina Beach
Sold for \$835,000

Read our report
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- What's The Best Time To Sell
- Skills, Experience, Persistence Pay Off
- This Month's Hot Properties

R&W

Umina Beach (02) 43 444 666

From The Principal ...

Dear Readers,

Spring is traditionally the peak selling period. The trick, though, is to get onto the market early.

At the start of Spring there are always more buyers than there are sellers, and judging by the Winter market this will definitely be the case this year.

Demand is at extraordinary levels and the rules of supply and demand apply.

The fewer properties, the more competition and the faster the sales at higher prices.

It is becoming more and more obvious that, due to the record low cost of mortgage debt, buyers are prepared to dig deep to secure that dream property.

Kind regards
John Carey
0417 683 925
Principal



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Real Estate Industry Awards this team the Best



Paul Climpson - "Rookie of The Year 2016"

Elli James - "Receptionist of the Year 2016"

Phil McCord - Top 10 ranking for Number of Sales

Why does a steady stream of thank you letters and testimonials pour into the Richardson & Wrench Umina Beach office each and every week?

The answer is simple: the messages are from happy clients who want the Richardson & Wrench Umina Beach team to know just how happy they are with the results the team has provided.

And to acknowledge the effectiveness of this dynamic team, the industry awarded them at a recent real estate industry awards night for their hard work.

In this report we review the results they achieved that has left a long list of happy vendors who sold their homes successfully with the Richardson & Wrench Umina Beach office.

A huge congratulations goes out to Paul Climpson who in his first year of Real Estate achieved the extraordinary feat of winning the coveted award of "Rookie of The Year 2016" within the Richardson & Wrench National Network. Paul was recently awarded the title at the Gala event acknowledging his work ethic, great customer service skills, negotiation and communication ability.

Elli James has been a wonderful addition to their sales team and was recently rewarded for her great work,

customer service ability, and her can do attitude by winning the "Receptionist of the Year 2016" within the Richardson & Wrench National Network. Elli is a vital part of their team and achieved great success in her first year in Real Estate.

A career built on consistency, great customer service skills, hard work and being a role model for all staff was acknowledged once more when Phil McCord achieved yet again a top 10 ranking for number of sales within the Richardson & Wrench National Network. Phil's has been a lead performing agent within the network for his past 16 years.

But these awards would not have been possible without the hard work shown by Phil, Scott, Sandy, Damien, Paul, Elli, Christine & John as they achieved the 3rd Most Outstanding Non-Metropolitan Office and 9th placed nationally for number of sales in the National Network.

A superb achievement for the team at Richardson & Wrench Umina Beach and they would like to send a special thanks to all their customers, friends, family and community groups that have supported this hard working team.

"You are the reason for our success and we greatly appreciate your support!"

Two Agents At Open House Inspections The Key To Sale

When Richardson & Wrench Umina Beach's Damien McPherson listed a Umina Beach home and granny flat he knew immediately that he had to appeal to investors.

Whilst the location of his dual income property, in a quiet cul-de-sac, seconds from the golden sands of Umina Beach and a short stroll to the main shopping precinct, was perfect and the two bedroom granny flat was new, the home needed some work.

Damien determined that the key would be to use two agents at each Open House, one for the granny flat and one for the original two bedroom cottage.

The granny flat was already leased at \$350/week and it was determined that with minor cosmetic work to the main dwelling, the potential total rent would be more than \$800/week.

The properties were listed with a price guide from \$790,000-\$850,000. With perseverance and persistence, and great negotiating skills, Damien ultimately sold the property for \$835,000, a result he put down to teamwork and the Richardson and Wrench network's marketing reach.

"In this market it is vital that your marketing reaches a national audience as there is a multitude of investors out there and many, particularly those in Sydney, are unaware of the perceived value represented in our market," Damien said.

He added that Spring is shaping up to be a bumper season with a list of buyers waiting.



The owners were happy to list their home at \$790,000-\$850,000. They were absolutely delighted when Damien's hardwork resulted in an \$835,000 sales price.

Richardson & Wrench Umina Beach's team drives a business culture of pure service. We work together on each and every property to ensure that you receive the best outcome.



John Carey
Principal
0417 683 925



Phil McCord
Sales Manager
0417 260 056



Scott Wilson
Sales Executive
0438 179 323



Paul Climpson
Sales Executive
0432 222 306



Damien McPherson
Sales Executive
0468 866 852



Christine Beach
Sales Executive
0410 012 224



Sandy Kogan
Sales Executive
0416 006 006



Elli James
Sales Administrator
43 444 666

Richardson & Wrench

(02) 43 444 666

R&W

THIS MONTH'S HOT PROPERTIES

UMINA BEACH - 72 Lone Pine Avenue



Immaculately Presented Family Home

- Neat & tidy 2-3 bedroom family home, great sized bedrooms with built-in cupboards
- U-shaped Tasmanian oak kitchen with modern appliances
- Stunning covered entertaining area
- Two separate air conditioned living/T.V areas
- 1.5 car garage - drive through access & a rear lane with double gate.

Damien McPherson 0468 866 852
FOR SALE: \$600,000-\$650,000

UMINA BEACH - 91 Nowack Avenue



An Enormous Family Home

- All 5 bedrooms with built-in robes, huge master bedroom with make-up nook & ensuite
- Stunning black granite kitchen with stainless steel appliances, walk-in pantry & family room leading outdoors
- Main bathroom with separate toilet & internal laundry
- Fully fenced front yard adjoining the double auto garage

Phil McCord 0417 260 056
FOR SALE: \$890,000-\$980,000

BLACKWALL - 68 Gallipoli Avenue



Family Home

- Four huge double bedrooms all with built-in wardrobes & ceiling fans
- Two new bathrooms both with quality fixtures & fittings, the main with a free-standing bathtub
- Huge open plan kitchen family room with bamboo timber flooring, air conditioning, stainless steel appliances & large breakfast bar
- Large separate workshop and a two bedroom "man cave" home office or games room

John Carey 0417 683 925
FOR SALE: \$740,000-\$810,000

ETTALONG BEACH - 11/207-209 Ocean View Rd



Sleek & Contemporary Townhouse in the Heart of Ettalong Beach

- Beautiful 3 bedroom townhouse with a possible 4th bedroom
- 3 modern bathrooms, one being the ensuite
- Secure parking for three cars
- Quality kitchen with Ceasarstone benchtops & quality appliances
- Two low maintenance courtyards
- The complex also offers an in ground pool

Scott Wilson 0438 179 323
FOR SALE: \$759,000

UMINA BEACH - 57 Mount Ettalong Rd



Huge Block & Perfect New Home Site

- Fire damaged house on a great 809.4sqm block
- 15.24m frontage would suit most project & all master built homes
- No neighbours at rear with flowing creek behind
- On transport route
- Walk to beach and shops
- Minutes drive to Umina Beach Town Centre

Scott Wilson 0438 179 323
AUCTION: On Site Sunday 25th
September at 11:30am
Bidding registration from 11am

**We have qualified buyers looking to buy on the Peninsula.
We need more properties to Sell.**

If you are considering selling please call the Multi Award winning team at
Richardson & Wrench Umina Beach on (02) 43 444 666.

Richardson & Wrench

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