

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*

# ROUSE HILL HOME SOLD IN 8 DAYS!

In this report, we reveal why Andrew and Joanne Austin, former owners of this 19 Glen Abbey St, Rouse Hill property would have no hesitation in recommending **Stephen Lord who sold their home in a record 8 days**



## Why did this Rouse Hill property sell so quickly?

Read our full report on page 3 >>

In this issue of *Property News*:

- How did Stephen Lord sell this home in 8 days?
- Should you sell first before buying
- The value of having a professional Property Manager

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## Letter from the Editor

Dear Readers,

It has been an interesting year in real estate. Nationally, the bounce in major metro markets, particularly Sydney that had been predicted twelve months earlier finally arrived in the last half of this past financial year.

We would also like to point out that we are increasingly getting more and more buyer inquiries. So if you are thinking of selling then don't hesitate to contact me directly on 0412 260 022 as I have people ringing me from time to time wanting to buy in our local area.

It is really exciting when you put a buyer and seller together and they both achieve what they are after.

Kind regards  
**Stephen Lord**  
Principal



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# Should you sell first before buying?

**You have found your dream property. Finally all those months of searching have ended and the property that meets all your needs is ready to be bought.**

But wait a moment, you haven't sold your current property. You definitely can't own both.

**In this report, we examine a common problem and give you a couple of hints as to what you could do.**

Mum and Dad have had enough. Finally, after months of agonising over whether to extend the family home or sell, a decision has been made to sell up for a bigger property.

Mum, Dad and the kids have sat over many dinner table conferences debating what type of house will fit the bill for their family.

They spend the weekends on the real estate crawl looking for a new place.

Then, when they least expect it, they find the property of their dreams.

But then it dawns upon them that they must sell their home quick smart as there is a chance they'll miss out on their dream property.

**Maybe they would have been smarter selling before or should they take the plunge and sign on the dotted line and hope their old home sells?**

If you buy first; it could take longer than anticipated to sell, you could have to accept a lower than expected price or arrange bridging finance to meet your purchasing obligations.

If you sell first you may not find the right property quickly enough and be forced to make compromises to buy or you rent until the right place comes along during which

time market rises may mean the move costs you more.

It would be great to think that you could buy in a buyers market and sell in a sellers market but unless you have the capacity to hold your property until the market changes this is a very unlikely scenario.

It is usually best to buy and sell in the same market. Whether you buy first and then sell or the other way around depends on your own personal circumstances. Either way it is important that when making the decision to move that you do your research in advance.

The most common mistake we see is that people do not focus all of their attention on the next house and act based on assumptions they have made on the value or saleability of their existing property. They base their asking price on what they need to get rather than what a buyer is likely to pay. Unfortunately this can lead to a lot of disappointment or worse, financial difficulty.

If you are thinking of selling contact your agent early and ask them for a realistic market opinion on your own home. A good agent will provide an honest assessment with evidence to support their opinion. Their advice will have your best interests in mind; it may even mean they advise you to keep your home and extend.

**To evaluate your options, we are happy to sit down with you FREE of charge and help you in planning your next steps.**



**We are available to help you when it comes to planning your next steps**

**A fast sale seemed out of reach for the owners of this Rouse Hill property. But when Stephen Lord managed to pull off the unthinkable selling their Rouse Hill property in just eight days both Andrew and Joanne Austin were left with their expectations more than met.**

This family had turned to House 2 Home, Principal, Stephen Lord for help and they quickly found out they had made the right decision.

In fact, listing and selling agent, Stephen Lord, from House 2 Home, moved so rapidly and efficiently that the property, at 19 Glen Abbey Street, Rouse Hill, sold in just eight days.

This was at a time when the average selling time for similar properties was a lot longer, meaning that House 2 Home was able to achieve the sale in a record time.

“The agent definitely is the difference,” said Andrew and Joanne Austin.

Marketing of the home to attract genuine buyers was a big feature of the House 2 Home’s success in selling it so quickly.

Attention was drawn to its location in a good area and to the fact that in addition to the home itself, the property included a long list of amenities.

Combined with open days, the marketing attracted numerous groups of potential buyers through the property.

Added to this was House 2 Home’s attention to customer service, which also helped to ensure the sale.

“Returning calls and emails promptly, and being honest and up-front, gets results, remember you need an agent who is will to go the extra mile” said Stephen.

# Rouse Hill home Sold in 8 days



**Stephen Lord sold 19 Glen Abbey Street, Rouse Hill, in 8 days.**

## Recent sales in Rouse Hill reveal a good time to sell:

24 Milford Dr	Rouse Hill	\$N/A	4 BED	2 BATH	3 GARAGE
12 Nantucket Pl	Rouse Hill	\$620,000	5 BED	2 BATH	2 GARAGE
32 Carmelita Cct	Rouse Hill	\$675,000	4 BED	2 BATH	2 GARAGE
19 Weeroona Pl	Rouse Hill	\$600,000	4 BED	3 BATH	2 GARAGE

**But what did the owners Andrew and Joanne Austin of this property think about the service they received?**

In a letter they wrote to Stephen Lord after the sale they had this to say:

“We would like to express our appreciation for the great effort and result you achieved for us in selling our property,” says Andrew and Joanne Austin.

“There were several things that you offered that made the selling process less stressful and eliminated potential

surprises.

“An example was the information sheet you provided that set out the events that followed once we accepted an offer. This way we knew what was happening or due to happen at a particular stage and what this entailed.

“We would have no hesitation in recommending your services.”

**For top quality service and results please contact Stephen Lord at House 2 Home on 8883 3553 or 0412 260 022.**



## Would you like to have your home sold by the best in the business?

Stephen Lord has a proven record of success and an impressive portfolio of clients who are totally satisfied by his outstanding level of service.

**Ph 02 8883 3553 or 0412 260 022**  
[www.h2hrealty.com.au](http://www.h2hrealty.com.au)

# The value of having a professional **PROPERTY MANAGER**

*The other night we were dining with a friend who is getting out of property investment, because he hates dealing with bad tenants.*



Managing a property by yourself can be a recipe for time consuming hassles most of us don't need.

With government legislation often on the side of the tenant, you can find yourself in hot water that could leave you thousands of dollars out of pocket.

## ***So why do some owners choose to manage property themselves?***

The answer is also simple. They think they can do the job as well as the trained professional. And they also think they will save money in the process.

The reality is that the number one reason why people decide to prematurely unload their investment property is because they are unable to handle the complexities of managing their property.

Managing a property is time consuming and it's hard to remain emotionally detached if you have tenants ringing you up complaining about every little thing.

## ***Most long-term property investors will tell you a story about their tenant from hell.***

The simple solution to successfully managing your property is to get a professional property manager to do it for you.

Because property management is their field of expertise, a qualified property manager will stay abreast of changes to property legislation and inform you of relevant changes affecting your investment.

They will negotiate this deal on your behalf with a minimum of fuss and make you significant gains that you may have missed out on if you had been doing it yourself.

Another important part of managing a property is carrying out regular inspections to make sure that the property is being properly looked after. When owners do this, they tend to remember their property in better condition than it originally was.

They conveniently forget that there were stains in the carpet and chips in the paintwork. The presence of these normal signs of wear and tear can lead to conflict with the tenant and can end up in costly court proceedings that could easily have been avoided.

Plus, a good property manager will have access to a large number of competent tradespeople that they regularly work with. This means you will receive discounted service fees, representing a significant saving for you.

In addition to all this, your property manager will maintain full records on the property and account each month for all rent paid as well as any money spent.

If you see the value in investing in property and want a team of experts to take away the hassles then we can help.

Since we first opened for business we realised that to have the reputation we wanted we would need to employ topflight property managers.

When you deal with our team you will see that our goal of the best service will be more than met!

## *Looking to rent your property?*

# **Let us take the worry out of renting your property with one phone call**

**Speak to any local and they will tell you that House 2 Home Realty, Principal, Stephen Lord has a track record of providing quality service and understanding when it comes to successfully managing rental properties.**

**Please phone 0412 260 022 to secure your new tenant today!**