



a word from warwick

PRINCIPAL, WARWICK WILLIAMS REAL ESTATE



35 years strong and counting....

As this edition reaches you I am proud to announce that this April we celebrate 35 years in business. For any small business, let alone a real estate agency, to operate for as long as this and do so at the forefront of our market place, makes me very proud.

We have grown from a small shop front with only 3 staff to now 40+ staff across two offices in Drummoyne and Wentworth Point. In 1977 when I started this business my goal was to provide people with a service in the Real Estate industry that I would be pleased to receive myself, and this is primarily what we continue to strive to achieve and improve upon.

Managing in excess of a billion dollars worth of property investments for clients, we are motivated to prove to people that we are not your "typical" Real Estate agents. We are committed to best practice and professional development, and continuous evolution. We are all about staying at the forefront of the industry without

sacrificing the personal touch.

I am excited as I look to the future and all the opportunities that lie ahead for us in our somewhat challenging industry. I extend my sincere thanks to all of our valued clients who trust us each day to look after their most valuable assets, our local business affiliates, my loyal staff and my family for their continued support.

Until next time,
Warwick Williams.



Charlie Powell, Paul Denny & Brian Cannon join Warwick at a 'thank you' function for all our supporters in March 2012.

market update

BY JACKI WILLIAMS, PROPERTY CONSULTANT

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Real values,
real people.

Well the first quarter certainly picked up speed with respect to volume of sales and new properties on the market as it progressed to close out on 30 March 2012.

We have the pleasure of reporting that our office holds the record price for both houses and apartments sold in Drummoyne for the quarter. 113 Henley Marine Drive sold for \$2,195,000, 20 minutes after the auction, and 3/6 St Georges Cres for an undisclosed figure in the vicinity of mid \$2m's under private treaty negotiation.

The bulk of new property entering the market in the area remains slightly weighted towards private treaty campaigns and auction clearance rates in the Inner West remain around 52% {Australian Property Monitors March 28 2012}. For the Drummoyne area in March, our office had an 80% sales success rate with our auction campaigns where the properties either sold on auction day or within the 2 short weeks following. Our Property Consultants continue to assess each property to ascertain which sales method would deliver the best result under current market conditions while at the same time taking into consideration our client's individual circumstances.

Enquiry levels and foot traffic through open homes is encouraging and momentum looks set to continue into the second quarter with many new listings coming on to the market each week. Pricing will remain critical to all campaigns as will consumer confidence levels.



staff updates

A retirement well earned...

Malcolm Wood has been a valued member of our property management team for the past 20 years and this month we bid him a warm farewell, wishing him every happiness in his retirement.

In his tenure at Warwick Williams Real Estate we have often fondly referred to him as the "Fountain of Knowledge", ever diligent in keeping abreast of industry practices, legislative changes and how they inevitably impact our clients.

Malcolm has always portrayed a calming and steadying influence on our team, and wholeheartedly believes in giving a high level of personal service and commitment to our clients.

In Malcolm's own words... "it's getting time to slip the mooring - and cruise into a new life". Malcolm and his wife Helen have many ideas for the future, however his goal is to be so busy that he can ask the question "how did I ever find the time for work?"

Thank you Malcolm for all of your dedication and good luck for the future.



Keeping an eye on your asset and planning for the future

The unique quality that property offers investors (unlike stocks, bonds, investment funds, etc) is that it can be physically inspected, reviewed and improved – but how frequently do our landlords actually inspect their investments?

We encourage landlords to inspect properties within their portfolio at least once every 12 months. In our experience however, we generally have requests from landlords to see their properties only every 3-5 years.

The landlords that are shocked when their Property Manager calls them and asks them to spend money on the property to “bring it up to speed” are usually the ones that rarely see their properties for themselves.

To ensure that we can maintain a high calibre of tenant, minimise vacancy or tenant turnover and strive for high rental returns, maintaining your investment in good order is critical.

We appreciate that no investor wants to outlay large amounts of capital after every periodic inspection undertaken, however we do encourage landlords establish a 5 year plan for expenditure and improvements so the burden of the cost is spread over a longer term rather than a lump sum.

Remembering that costs associated with inspecting and improving your investment are tax effective, it is a good time to put a plan in place before 30 June 2012.

Our property managers welcome your calls or emails to discuss creating a plan that is right for you and your property.

An example of a 5 year property improvement plan

- YEAR 1 -

Freshly paint the interior of a property.

- YEAR 2 -

Change light fittings, modernise door handles, tap fittings and shower screens. Re-grout tiled areas.

- YEAR 3 -

New carpet in living / main areas or polish / sand hard floor coverings.

- YEAR 4 -

Assess the window coverings throughout; replace dated, faded or broken blinds with new.

- YEAR 5 -

Heating / cooling assessment – does the property require air conditioning in the living area or ceiling fans in the bedrooms?





37 Thornely Street Drummoyne

For Sale - Offers over \$960,000

Redesigned and extended with a focus on relaxed family living, this early 1900s freestanding character home is perfectly placed to enjoy an enviable waterside lifestyle on a good size block. WebID wwd2244.



1/72-74 Day Street Drummoyne

For Sale - \$649,000

Spacious apartment with separate living and dining areas, city skyline views and is located opposite picturesque Brett Park. Situated just minutes away from the CBD bus network and famous Bay Run. WebID wwd2242.



8/100 St Georges Crescent, Drummoyne

For Sale - \$519,000

A great opportunity to secure a unit, at a budget price, in one of Drummoyne's premier locations with the Rivercat only 300 meters away. Watch the fireworks from the expansive waterfront grounds which also has a boat ramp. WebID wwd2233.



3/307 Victoria Place Drummoyne

For Sale - Offers over \$690,000

A complete designer renovation has transformed this spacious boutique security apartment into a stylish bayside haven overlooking the tranquil waters of Five Dock Bay. WebID wwd2259.



53/90 St Georges Cres Drummoyne

For Sale - \$1,249,000

Exuding a wonderful sense of tranquility and resort-like ambiance, this 145m2 NE facing security apartment is set against a blissful harbour backdrop with unobstructed water views stretching to the Harbour Bridge. WebID wwd2252.



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