

## a word from warwick

PRINCIPAL, WARWICK WILLIAMS REAL ESTATE



Welcome to our first edition of our monthly newsletter for 2012. I trust you all enjoyed the festive season and New Year celebrations.

Myself and our staff used the quieter time over Christmas and New Year period to spend time with our family and friends and of course recharge the batteries for what I anticipate will be a very busy year.

As I commented in our final newsletter, last year was not without its challenges for our local real estate market, however I am excited at the prospect of beginning our calendar year with reports that the housing sector is stabilising and there is speculation for further interest rate reductions in the near future (the Australian Bureau of Statistics reported housing finance data for November 2011 owner occupiers increased 2.5 % - out of the last eight months, seven have reported increases ).

Irrespective of the time frame for potential further rate cuts, I expect that we will start to

see the benefits from the interest rate movements in the last financial quarter filter through to our local market almost immediately.

We have already been impressed by the foot traffic through our January open homes and the number of offers being tendered so early in the New Year.

In the coming months buyers will no doubt be taking full advantage of attractive borrowing conditions and offers from financial institutions, and of course be on the lookout for the perfect home.

This increase in volume of consumers in our market place will stimulate competition and have a positive flow on effect with vendors who should, in turn, see that the time their property is on the market will shorten, their price expectations realised and create the opportunity to move in which ever direction they please. *Continued...*

Financial strain on investors and owner occupiers alike will be eased somewhat so the volume of sales under duress will pull back, helping to maintain values across the board (i.e. fewer fire sales which can have a negative impact on local prices if a property is undersold).

Our property management team is firing on all cylinders with the first quarter, always one of our busiest, as tenants look to begin their relocations as soon as the festive season concludes. Remember, with more tenants in the market for a property, vacancy rates are very low so it is essential we have all documentation at the ready to include with tenancy applications – this will stand in good stead for a seamless approval process and see tenants in the new property as soon as possible.

Until next time,

**Warwick.**



## investor news

### D-I-Y landlords beware

In the world of media and television shows which are focused on “Do-It-Yourself” themes, home repairs, maintenance and renovations are hot topics. Many home owners are choosing to undertake this style of work themselves instead of engaging professionals.

However, the reality in the world of managing investment properties it can be a completely different scenario.

When owning an investment property, landlords and managing agents have a duty of care to the tenant to ensure that all repairs, maintenance and renovations are undertaken by a professional, licensed and insured tradesperson.

There have been many documented legal cases over the years of landlords attending to their own repairs and maintenance, which has resulted in injuries (sometimes fatal) to the tenant.

One that was heart-breaking involved an uninsured person who attended a rental

property to rewire the stove. The wires were crossed causing the entire house’s electrical wiring system to become live.

Sadly, a young child turned on an outside tap following the work and was electrocuted causing serious brain damage.

We want to take this opportunity to remind all our landlords and tenants that our policy regarding any work done on investment properties under our management must be carried out by tradespeople with the necessary qualifications and documentation (i.e. insurance papers). We appreciate that many of our landlords like to action repairs and maintenance on their properties themselves, however for the benefit of all parties involved, we cannot allow landlords, friends or relatives to conduct work on a property unless they meet the above criteria. If in doubt please speak with your property manager directly.

## Susan MacGregor JP - 16 years of service

Susan joined Warwick as a PA in 1995, her role since then has evolved in such a way that we would describe her as the “go to” person of our business. Susan’s industry skill and knowledge across the entire business combined with her drive to ensure that every client doing business with Warwick Williams Real Estate receives a level of real estate service unmatched by any other agent in the area makes her one of our most valuable assets.

Susan has worked tirelessly with Warwick and the team to ensure that the office employs the best staff, systems and procedures so that we can deliver the best possible service to our broad range of clients (she also ensures Warwick’s busy life runs smoothly – no easy feat!).

In 2004 Susan was presented with the Australasian Real Estate Agency Best Practice Personal Assistant award for consistent elite performance in her work.

Susan has made it a personal mission of hers. In fact, Susan is renowned for going out of her way to ensure clients are satisfied and is very proud to be associated with the Warwick Williams Customer Care Policy that is now being adopted by real estate agents across the country.

An integral part of our business’s support of community activities, through Warwick’s commitment to our local area, Susan oversees the distribution of financial support to schools, clubs and events in the Canada Bay area.

A passionate supporter of many charities we were extremely proud in March 2011 when Susan bravely had her head shaved for the Leukaemia Foundation and with two colleagues raised \$10,000.

Susan continues to thoroughly enjoy her role which now encompasses OH&S, Compliance and a variety of responsibilities. She readily admits to being a workaholic and is the first to admit she loves her job and loves working for Warwick Williams Real Estate – a company that has values and ethics and a fantastic team.

Susan’s great motto – If your face wants to smile let it. If your face doesn’t want to smile, then make it.





## 8/100 St Georges Crescent Drummoyne

**For Sale - \$545,000**

Waterfront haven. 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 giving you access to this magnificent harbour. WWREid 2233



## 7/35-39 Regatta Rd, Canada Bay

**For Sale - \$719,000**

Terrace-style townhouse with low maintenance living. Perfectly presented with generous rooms and quality finishes, this contemporary townhouse in a boutique complex provides relaxed living and indoor/outdoor entertaining. WWREid 2226



## 15 Tremere Street, Concord

**Auction - Saturday 11 February**

An inspired rebuild has transformed this classic double fronted Californian bungalow into a sophisticated contemporary family home. Set on a deep 487sqm block on one of the area's most tightly held streets. Buyer guide \$1.4 million +. WWREid 2219



## 8/168-172 Hampden Road, Abbotsford

**For Sale - \$579,000**

Stylish entertainer – immaculate interiors & double parking. A flawless designer renovation has transformed this spacious top floor apartment into a stylish home set amid leafy garden surrounds. WWREid wwd2228



## 13/2a Church Street, Drummoyne

**For Sale - \$695,000**

With a focus on outdoor living and entertaining, this stylish security apartment captures sweeping district views from its quiet rear setting. Sleek, streamlined interiors flow out to a sheltered all-weather loggia and sunny terrace. WWREid 2223



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