

PROPERTY NEWS

Ideas to help you when you're buying or selling

GREAT PRICES BEING ACHIEVED

What is your home worth?

The key to selling a Central Coast home as Sydney buyers move North. See P.3



**69 Osborne Avenue
Umina Beach sells
for \$1.1 million**

In this issue of Property News:

- How to understand property cycles
- Outstanding sale in Umina Beach
- This Month's Hot Properties

R&W

Umina Beach (02) 43 444 666

Dear Readers,

Has the recent rise in interest rates affected the local market?

Unlike Sydney, the Central Coast offers extremely affordable housing even with a rise in interest rates.

Many families are selling their Sydney properties and making the move north to suburbs like Umina Beach and Woy Woy due to this affordability.

They are migrating north due to the fact that they can still work in Sydney while enjoying a far better standard of living on the Central Coast.

Which is why we are seeing a daily influx in buyers for local properties. Not only are the Sydney buyers cashed up, they are upgrading their living standards as even local record prices are extremely affordable compared to where they have come from.

Now is a great time to sell as cashed up buyers line up wanting a place in the local property market. If you thinking of selling contact us today.

Kind regards

John Carey

0417 683 925

Principal



R&W

198 West Street, Umina Beach, NSW 2257

p: 02 43 444 666

f: 02 43 411 220

e: uminabeach@randw.com.au

www.randwuminabeach.com.au

Disclaimer Notice: Neither John Carey, Richardson and Wrench Umina Beach, nor Newsletter House Pty Ltd, nor the publishers and editors of articles in this issue, accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. All the information contained in this publication has been provided to us by various parties. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own enquires in order to determine whether or not this information is in fact accurate.
©Newsletter House Pty Ltd 2017
Ph: 02 4954 2100 www.propertynews.info

How to understand property cycles

‘Over the long term property values increase’

Understanding property cycles is one of the biggest challenges in real estate. Many novice investors believe that having read a few articles on the subject or done some basic research they know what is involved.

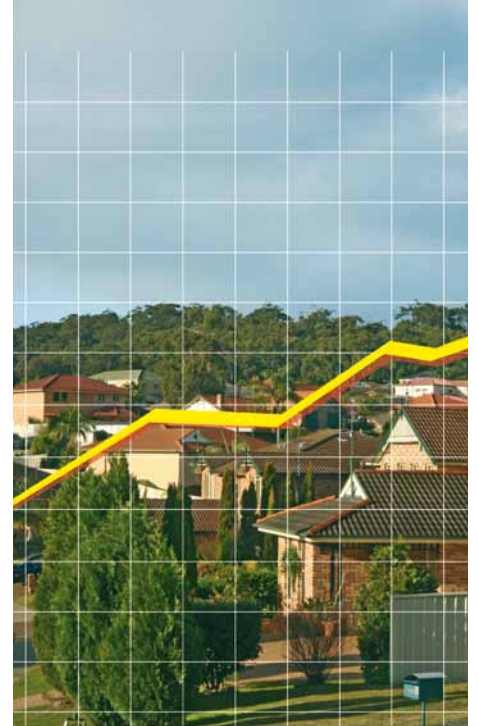
However, property cycles are not as straightforward as some authors would have investors believe. The key to investing in real estate is timing. As any experienced stock market or property investor will tell you, it's all but impossible to pick when a market has peaked or bottomed.

There are always those who will tell you they 'picked the top of the market' or 'got it right when it bottomed'. But, the reality is, it rarely happens. Instead, experienced investors try to pick a trend, whether a market is rising or falling.

For a property investor to accurately pick the trends, they need to know what a property cycle is. Property cycles in Australia generally last between seven to 10 years. They operate within the broader economy and are subject to and influenced by those factors that are impacting on the economy as a whole.

Those factors include interest rates, inflation and employment. And of course that immeasurable factor – market confidence.

It is true that the underlying force driving the property market is a growing population. So, what you see in a rising market is that the demand for housing is on the increase, that there is a shortage



of both rental accommodation and established and new housing.

According to the standard texts on property markets, the rules of supply and demand then come into play and investors and property developers step in to meet the demand by buying and building more homes.

The reality is that other factors such as interest rates are the real arbiters of whether or not that new investment takes place. What we are seeing at the moment is a classic example of a real estate market that is extremely hot on the back of low interest rates.

Providing that interest rates remain low, the market should continue to rise. .



As with any financial exercise, the decision whether to invest in property or just to upgrade the family home is not one to be taken lightly. You should consult your financial adviser to ensure that you are in the right position to benefit from the market.

Another \$1,100,000 Sale in Umina Beach

How much is your home worth? Is now the right time to sell?

This is a question the owners of 69 Osborne Avenue, Umina Beach, found hard to answer until they met with Paul Climpson, sales agent at Richardson & Wrench, Umina Beach.

Once Paul had assessed their property against statistical data from recent sales, the owners agreed to follow Paul's advice and put their property on the market.

Did Paul Climpson's sales approach produce a positive result?

"Due to the fact that we are consistently monitoring buying trends in the local area, the approach we took to selling this home generated immediate interest," says Paul Climpson.

"No sooner we had the house on the market, due to quick successive contact with our database, we were able to organise seven inspections. This led to two offers being made on 69 Osborne Avenue, Umina Beach.

"In no time at all, the owners were delighted with the news that their property had sold for \$1,100,000. Another great price for the area."



69 Osborne Avenue, Umina Beach

How will this sales approach help you sell your property in a market where interest rates have just gone up?

There is an old saying that knowledge is power and when a property owner allows the Richardson & Wrench team to do a proper price assessment – the information obtained can help you in the selling of your property.

"In the current market buyers are prepared to pay premium prices for quality built homes in great locations," says John Carey, Principal at Richardson & Wrench Umina Beach.

"Please remember that quality and

location are only part A of the equation, part B is selecting an agent is able to negotiate the best price for your property.

"That's why each sales agent in our organisation is constantly educated in the latest trends in selling property. They are consistently refining their approach, which enables team members like Paul Climpson to gain another \$1.1 million sale in Umina Beach."

Right now the team at Richardson & Wrench Umina Beach are holding a limited number of assessments of local properties. If you'd like to find out what your property could possibly sell for, please contact them today.



Why sell with anyone else?

Phone: (02) 43 444 666 Email: uminabeach@randw.com.au

THIS MONTH'S HOT PROPERTIES

UMINA BEACH - 46 Lentara Road



5 BEDROOM ELEVATED FAMILY HOME!

- 5 generous sized bedrooms, the main with ensuite & walk-in robe
- A tidy kitchen with walk-in pantry
- Huge main bathroom which has just been renovated throughout
- Private entertaining deck with large covered area & enclosed spa
- Single garage plus an additional covered carport
- Solid brick construction on a massive 819.5 sqm block

Expressions of Interest
Damien McPherson 0468 866 852
Bed 5 Bath 2 Car 2

ETTALONG BEACH - 3/119 Springwood Street



BEACH INSPIRED TOWNHOUSE!

- 3 large bedrooms all with built-in robes & the main with ensuite and walk-in robe
- Double garage with remote & internal access
- Low maintenance with only 3 on the block
- Situated adjacent to the Peninsula's premier Ettalong Bowling Club and approx 10 minute walk to the beach

For Sale \$580,000 - \$620,000
Christine Beach 0410 012 224
Bed 3 Bath 2 Car 2

ETTALONG BEACH - 2/27 Flathead Road



LOVELY PRIVATE VILLA!

- 3 large bedrooms, main with ensuite & all fitted with built-in robes
- Galley style kitchen with plenty of storage & bench space
- Undercover outdoor entertaining area
- Huge double auto garage with space to park a large car and plenty of room for a second car or boat
- Ducted air conditioning

For Sale \$720,000 - \$760,000
Paul Climpson 0432 222 306
Bed 3 Bath 2 Car 2

UMINA BEACH - 20 Ryans Road



ENTERTAIN IN STYLE!

- 3 generous sized bedrooms with built-in robes, the master with walk-in robe and ensuite
- Elegant designer kitchen & stylish quality bathrooms
- Solar power and three zoned ducted air conditioning
- Two huge outdoor entertaining areas
- A single garage and additional double carport providing multiple covered parking options and access to the yard for boat & caravan

For Sale \$900,000 - \$990,000
John Carey 0417 683 925
Bed 3 Bath 2 Car 3

EMPIRE BAY - 39 Greenfield Road



3 BEDROOM FAMILY HOME ON A LARGE 765sqm BLOCK!

- All three bedrooms are good in size and have built-in robes
- A large main living room off the entry, and an open plan kitchen and dining that leads you out to a private front courtyard
- The spacious and covered entertaining area looks over the generous backyard which has loads of potential to add a swimming pool or Granny Flat (S.T.C.A)
- Single garage with drive through access, lots of off-street parking

For Sale \$600,000 - \$650,000
Damien McPherson 0468 866 852
Bed 3 Bath 1 Garage 1



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



Elli James
Sales Assistant
0401 546 827



Stephanie Thom
Sales Administrator
(02) 43 444 666