



RayWhite.



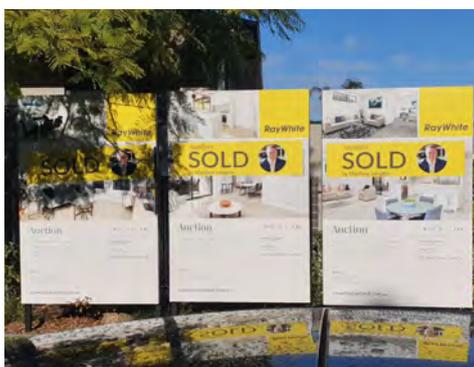
Glenhaven

Market Report
Autumn 2022

Ray White Castle Hill



**Ray White
Castle Hill
KNOWS
HAPPINESS**



Autumn 2022

For so many reasons the start of 2022 has been action packed! As we return to what feels like some sort of normality off the back of two disrupted years, the property market has continued to remain strong. Competition in the early months of the year has remained high across the board and the dizzying highs of 2021 have certainly held strong.

We are obviously living in something of an uncertain time however, there is increasing speculation around changes to interest rates and increased supply which could potentially take the edge out of this market. For now, we have not seen any real evidence of this change occurring.

What we know from previous experience is that the skills of a selling agent will be what sets a property up for success or failure in a changing market. The skills sets that set good agents apart from the mediocre agents are their tenacity, drive, financial aptitude, ability to negotiate, effort, adaptability, compassion and of course, their capacity to remain focused. It is a testament to our highly educated and professional team who continuously deliver superior campaigns for their clients and ultimately, assist them in reaching higher than expected property goals.

We are proud to be continuing our partnership with Ronald McDonald House Greater Western Sydney as we enter 2022. The team has had a long association with RMHGWS and our association increased significantly in 2021. This is without question a wonderful charity that we are proud to support and we look forward to furthering this in the coming months.

We look forward to assisting you throughout 2022 and welcome your enquiries, be it selling, buying, renting, leasing or investing.

Our office is open Monday - Saturday, 9am-5pm and can be phoned on 02 9680 2255.



Philip Kelly
Director



David Dowling
Director



RECENT SALES

Glenhaven



39 Sandhurst Crescent, Glenhaven
5 Beds / 3 Baths / 3 Cars \$3,050,000



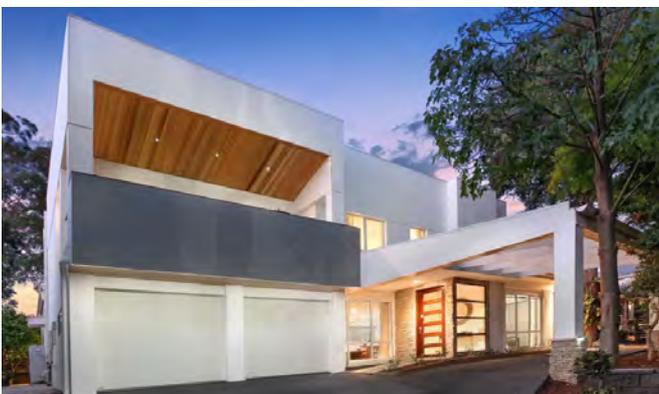
10 Cromerty Place, Glenhaven
6 Beds / 4 Baths / 4 Cars \$4,500,000



10 Badenoch Avenue, Glenhaven
5 Beds / 3 Baths / 2 Cars \$2,490,000



12 Hyde Avenue, Glenhaven
5 Beds / 2 Baths / 2 Cars \$3,725,000



96 Gilbert Road, Glenhaven
5 Beds / 4 Baths / 6 Cars \$3,400,000



4 Temora Road, Glenhaven
4 Beds / 3 Baths / 1 Car \$1,875,000

Glenhaven



88 Greenbank Drive, Glenhaven
5 Beds / 3 Baths / 2 Cars \$2,935,000



36 Greenbank Drive, Glenhaven
4 Beds / 2 Baths / 2 Cars \$1,950,000



12 Grange Road, Glenhaven
5 Beds / 3 Baths / 2 Cars \$2,150,000



12 Crego Road, Glenhaven
7 Beds / 5 Baths / 5 Cars \$3,550,000



10 Fingal Avenue, Glenhaven
6 Beds / 4 Baths / 4 Cars \$2,660,000



27 Doherty Avenue, Glenhaven
4 Beds / 2 Baths / 2 Cars \$2,176,000

Market Snapshot

Total Sales by Quarter

	2022/21	2021/20	2020/19
Mar - May	—	37	14
Dec - Feb	14	22	22
Sep - Nov	25	30	26
Jun - Aug	28	22	22

Median House Sale Price

\$2,222,500

▲ 21.4% change vs. last year

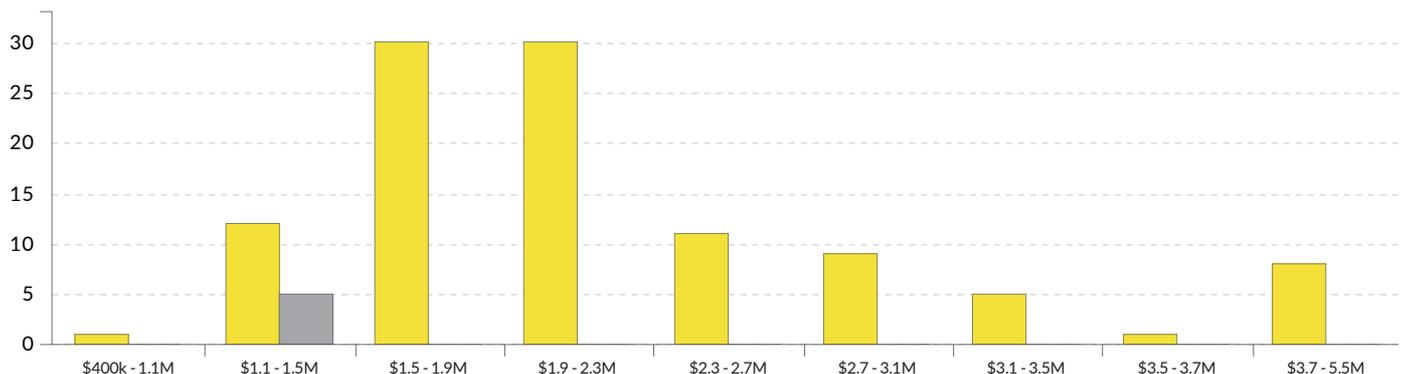
Median Unit Sale Price

\$1,340,000

▲ 39.6% change vs. last year

Sales By Price Range (Dec 2020 – Nov 2021)

■ Houses ■ Units





Ray White Castle Hill KNOWS SUCCESS



WHY SELLING IN AUTUMN WORKS ?



Spring is traditionally seen as the peak period for the property market. However, it stands to reason that if everyone sells their home during spring, the market will be flooded with supply which could potentially suppress demand.

With interest rates at historic lows, there are plenty of prospective buyers looking to dip their toes into the property pool. Autumn is a great time for sellers. Why? To begin with, as we move into the milder months of April and May the hottest days of summer have ended. Potential buyers are likely to be more inclined to attend open houses if the weather's cool and fresh.

Many buyers may have made New Year's resolutions to purchase a home during the year. If you can show off your property during the first few months of the year, you'll target these and more buyers. Despite what we're led to believe about spring sales, there are many potential buyers out looking for the perfect property to suit their needs right now.

Lots of people also take extended holidays from their busy schedules during Christmas and early January. This gives them more time to research the market and feel confident about their buying decisions. They become buyers who are more prepared and ready to go.



It's true that people are more active before the doldrums of winter set in and therefore you may tap into a greater pool of buyers. It's also important to realise that every real estate market is impacted by dozens of other factors, such as the state of the economy, mortgage interest rates and local supply and demand. But it's also worth remembering that having a great real estate agent who can support you throughout the entire journey is equally as important. Ray White Castle Hill has both the local knowledge and the experience to help you achieve the best price possible. ... so why not give Autumn a go?

Tips for attracting the autumn home buyer

Make sure the garden looks spectacular

Your garden must look at its best. Include planting flowers that will bloom in autumn to contrast with the changing colours of shrubs and trees. Buy mature plants rather than seedlings if necessary. How many times do you see a property that sold because the buyer fell in love with the garden?



Clean up the yard

Rake dead leaves and debris in your lawn to give a clean and tidy appearance. Don't let overgrown vegetation block the windows or path to the entrance. Pruning bushes and tree limbs will let the sun inside and showcase the exterior of your home. Cut away summer vines and cut down dead flowers. Also, autumn-flowering plants give a cheery welcome like no other to prospective buyers. Plant in pots and place on the steps and along the sidewalk. Your nursery will advise you of the best plants to use in your local area.



Get a handyman/woman

Fix those little jobs you haven't had time to do. Like the dodgy door handle, the mould in the bathroom. A loose door handle could be a deal-breaker for a buyer inspecting their sixth home in an afternoon. Often small details, like adding new kitchen doorknobs, resurfacing kitchen benches and even painting outdated splashback tiles can lift a home.

Dress the Windows

Rain and wind from over the summer months can make your windows dusty and streaked by the time autumn comes. You might not notice smudges, but buyers will, if only on a subconscious level. To sell a home, your windows need to sparkle. Sometimes kids and pets smudge the window panes and weather can dirty the outside window ledges. So wash the windows inside and out every autumn. Remove screens and spray them down.

Decorate your home with an Autumn theme

You don't need to go crazy or spend a lot of money, but simply create a home that looks warm and inviting as the weather starts to cool. The days are starting to shorten, so make sure there is plenty of light in the house if you have an afternoon showing. An arrangement featuring autumn colours (pine cones, nuts, orange candles, leaves from the garden) with a hint of cinnamon stick fragrance is a good start.



Tone down your colours for Autumn

Sellers can get away with swathes of darker colours in summer, when sunlight illuminates the home. Not so during evening inspections when it's no longer daylight savings time. Paint rooms in very neutral colours such as whites and beiges. Avoid the darker colours that are okay in the summer months when you're not having to concentrate on brightening up a room.

Bring in the light

When days get shorter, the sun sets lower in the horizon and casts wider shadows. Pull up the blinds, open the shutters, push back the drapes on every window. Turn on every light in the house, including appliance lights and closet lights if need be. Brighten darker rooms with few windows by placing spotlights on the floor behind furniture, and for goodness sakes, turn off the TV at inspection times.

WHO ARE WE

Local experts, working for you.



Philip Kelly
Director



Kieron Stedman
New Developments / Project Mkg



Brendan Jackson
New Developments / Project Mkg



Paul Conti
Sales Executive



Peter Iann
Sales Executive



Daniel Llamas
Sales Executive



Joel Simpson
Sales Executive



Kael Sharp
Sales Executive



Sam Shamal
Sales Executive



Karl Anthony
Sales Executive



Matthew Langdon
Sales Executive



Sara Perry
Sales Executive



Sam Lazarus
Sales Executive



Craig Robinson
Sales Executive



Yong Park
Sales Executive

WHO ARE WE

Local experts, working for you.



Warren Tam
Senior Property Manager



Tony Yee
Property Manager



Sylvester Wijaya
Leasing | New Business



Odette Roach
Business Manager



Ana Bujak
Sales Associate



John Alejandro
Sales Associate



Liz Sande
Sales Associate



Peter West
Sales Associate



David Kim
Sales Associate



Lauren McEachen
Administration Assistant



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