













# Winter 2022

In spite of the negative media commentary towards the real estate market, we attracted strong sales results for May, well up against May last year.

A huge month given the Federal Elections along with the RBA announcing the first rate rise since 2010(one of several) In an effort to put the brakes on Australia's runaway property market. But further rises may not provide the "handbrake stop" that buyers have long-awaited.

It is evident buyers in May weren't just factoring in the one RBA rise, they were all being told by their bank to allow for a series of rate rises over the next 6-12 months.

Whilst the market remains extremely competitive banks will be looking to attract customers through initiatives like cash-back offers, making now a great time for first-time buyers and borrowers alike to "shop around."

Prop Track economist Paul Ryan said, "We're likely to see continued slow growth in housing prices as the cash rate increases,". But he admitted it was difficult to predict exactly when and how much it will affect the market. "It normally takes a little while for interest rate rises to start to affect (house) prices".

Over the years many new agents have joined the industry and enjoyed quick success whereas, in a subdued market, **Agent** selection can make a huge impact whether your property sells or not.

When the market cools off, it is critical to select the best agent. Seasoned agents with loads of knowledge about the local property market from years of experience will be able to provide the very best advice about what sells and what doesn't. Having the correct **Strategy** & looking at the Agency's performance is the key to selling in this market.

Our continued partnership with Ronald McDonald House saw our team spend an afternoon cooking for and serving parents & their sick children. Our team also presented the group with a total of \$40,000 in donations. By far a wonderful Charity which we look forward to furthering in the upcoming years.

Philip Kelly
Director

David Dowling
Director



# Glenhaven



\$3,800,000

\$1,350,000

24 Mills Road, Glenhaven 5 Beds / 3 Baths / 3 Cars

38A Hyde Avenue, Glenhaven 3 Beds / 2 Baths / 2 Cars

\$1,530,000



55 Hyde Avenue, Glenhaven 4 Beds / 2 Baths / 2 Cars



1 Carinda Drive, Glenhaven 4 Beds / 2 Baths / 2 Cars

\$2,300,000



1 Camille Place, Glenhaven 4 Beds / 2 Baths / 2 Cars



44 Glenhaven Road, Glenhaven 4 Beds / 2 Baths / 2 Cars

\$2,160,000

\$2,200,000

# Glenhaven



1A Doherty Avenue, Glenhaven 5 Beds / 3 Baths / 3 Cars

\$3,150,000



10 Natalie Court, Glenhaven 4 Beds / 2 Baths / 2 Cars

\$1,950,000



24 - 26 Crego Road, Glenhaven 5 Beds / 4 Baths / 4 Cars

\$4,710,000



5 Craigton Place, Glenhaven 4 Beds / 3 Baths / 3 Cars

\$2,200,000



9 Blaxland Place, Glenhaven 5 Beds / 3 Baths / 3 Cars

\$3,120,000



4 Natalie Court, Glenhaven 3 Beds / 2 Baths / 2 Cars

\$1,849,000



## Total Sales by Quarter

	2022/21	2021/20	2020/19
Jun - Aug	_	28	22
Mar - May	30	37	14
Dec - Feb	22	22	22
Sep - Nov	29	30	26

Median House Sale Price

\$2,301,000

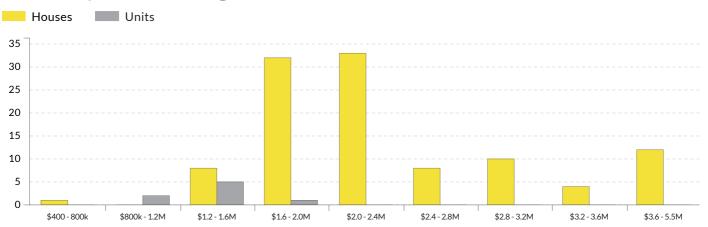
▲20.2% change vs. last year

Median Unit Sale Price

\$1,435,000

No change vs. last year

# Sales By Price Range (Mar 2021 - Feb 2022)















# Ray White Castle Hill KNOWS HAPPINESS















#### **Cold comforts**

Winter doesn't have to spell the end of your own supply of fresh herbs. While many herbs do prefer warmer temperatures, there are ways to help extend the harvest into the cooler months so you can enjoy your kitchen creations year-round.

Here are the top eight herbs to grow through the winter season, followed by your essential guide to cold-weather gardening.

#### **Cool favourites**



#### **Bay tree (Laurus nobilis)**

This hardy Mediterranean herb grows into a large shrub or small tree. Grow in a warm, protected spot in cool/cold climates.

### Oregano (Origanum vulgare)

A hardy, low-growing herb that can be grown year-round. Looks great in pots or along garden beds.



#### Rosemary (Rosmarinus officinalis)

A classic herb for winter roasts and stews. Position in full sun and allow soil to dry before watering.

### Italian parsley (Petroselinum crispum var. neapolitanum)

An easy-to-grow herb that prefers full sun and moist soil. Ideal for both indoor and outdoor spaces.





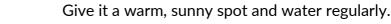
#### Mint (Mentha spicata)

A reliable year-round performer, even if it does grow more slowly through winter. Give it a dedicated pot to prevent it from becoming weedy.

#### Coriander (Coriandrum sativum)

Ideal for growing at this time of the year, when it is less likely to bolt or go to flower.







#### Dill (Anethum graveolens)

Grows well during the warmer months and requires less care during cooler weather.

The ferny foliage is attractive, too. Position in full sun and harvest regularly.



This small but mighty earthy-flavoured herb is the perfect kitchen companion.

Position in full sun and well-draining soil.





#### Garden smarter, not harder

Have you ever noticed pockets in the garden that are warmer than others? These microclimates may occur naturally (for example, created by warmth radiating from a wall). For growing success in the cooler months, plant in one of these areas – perhaps in a sunny spot next to a brick wall, fence or shed. These surfaces absorb heat during the day but release it at night, so plants stay warmer than in the rest of the garden.

Where possible, horticulturist Bonnie-Marie Hibbs (The Gardener's Notebook) recommends rearing herbs in containers. "Growing herbs in pots allows you to have better control over their environment," she says. "They can be moved indoors to a brightly lit area or under shelter where they are less likely to be exposed to cold elements."

Bonnie-Marie also advises watering less in winter. "As temperatures drop, plants naturally start to slow down and require less feeding and watering throughout the season," she says. If rainfall is unusually high, move potted herbs to a more protected location.

#### Try growing them inside

Herbs can also be successfully grown indoors for a short period of time. "Placing pots near a warm, bright window will keep them healthier and growing for longer," says Bonnie-Marie. "Another solution is to invest in a greenhouse, where plants can be left to establish and thrive all year round."

Horticulturist Dana Bolton of Mr Fothergill's suggests using an indoor hydroponic system. "With the flick of a switch, you can grow cold-sensitive herbs like basil during autumn and winter," she says. The Veritable range by Mr Fothergill's is equipped with everything you need, including an LED light and growing media.

#### Choose your plant variety wisely

Many herbs are tolerant of mild winters, but in areas where the mercury really dips, they can succumb to cold damage. Choosing ones that are tolerant of cold conditions is a good start. "Tough perennial herbs such as rosemary, chives, sage, oregano and thyme can be overwintered in the garden," says Dana. Coriander, parsley, dill and winter savoury will also grow well in cool conditions - but don't over pick. "Growth is slower at this time of the year, so spread out the harvest to help prolong the season," adds Dana.

In cold climates, it's best to avoid planting cold-tender plants such as sweet basil or lemon verbena. Leave them for spring and summer, or try in a warm spot indoors.

#### Move and protect

For cold-tender plants in established beds, provide some form of frost protection. "Cover them with frost cloth when a cold snap is expected," says Bonnie-Marie. "This will help prevent frost from settling on the foliage." If any plants are affected, she suggests gently hosing foliage with tap water before it is exposed to sunlight: "Doing this will melt the ice off plants, leaving minimal damage."

A thick layer of organic mulch can also help reduce cold damage. Apply it generously around plants, keeping it away from stems to avoid rotting, and rake it back during the day to allow the sun to warm the soil. Replacing it at night ensures the heat remains trapped, keeping the roots cosy.

Tip: If you're caring for potted herbs indoors, position on a north-facing windowsill for maximum winter sun.

# 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 lann 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



Sam Lazarus Sales Executive



Sara Perry Sales Executive



**Craig Robinson**Sales Executive



Yong Park Korean Sales Consultant



**John Alejandro**Sales Assistant

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Lauren McEachen Administration Assistant



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**Lisa Jia** Client Services/Marketing Manager



Joahna Doolan Client Service/Compliance Manger



**Simiran Bassa** Front Desk Manager



Anna Baker Administration



# **Ray White Castle Hill**

287C Old Northern Road, Castle Hill



(02) 9680 2255

☐ castlehill.nsw@raywhite.com



raywhitecastlehill.com.au

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