



SAMUEL GILBERT PUBLIC SCHOOL

SGPS P&C Assoc
ABN 66 274 848 150

Ridgecrop Drive
Castle Hill NSW 2154

02 9680 4477

info@greatfete.com.au

www.greatfete.com.au



**5 MINUTES WITH
PRINCIPAL
SPONSOR -
DEB NEWTON**



1. Why did you decide to sponsor the Samuel Gilbert Public School Great Fete?

We've always loved being part of the Hills District and to us, that means getting behind some of the great local organisations such as schools and sporting clubs. Our business is run by locals so we have kids attending local schools, including Samuel Gilbert, and we know how important it is to offer them support.

2. How did you become the General Manager of Castlehaven Realtors?

I guess it was a number of things that led to the appointment but probably the key things were my longevity with the company and strong network with local homeowners. I started working with Castlehaven more than 30 years ago and got to know the business back-to-front. Over that time, I also built a strong network of locals who trust me and my team to help them buy and sell homes.

3. Tell us about the typical day of a Castlehaven Real Estate Agent.

I don't know if there's such a thing as a typical day. We do a lot of market appraisals – sometimes for people we've sold two or three houses for in the past. We also love meeting new families, especially those looking at homes in our new release areas around North Kellyville. My team also spends a lot of time on the phone and email answering enquiries, liaising with solicitors and working through building and pest inspections. Selling your home is such a huge decision and we like to really share our expertise with clients and coach them through the entire process so that's another big part of what we do each day.

4. Putting your house on the market can be a scary step and time consuming. What are your top 3 tips to any family thinking about taking the leap?

1. Get an honest appraisal from a reputable real estate agent who you trust.
2. Get your home sale-ready – this means clearing clutter and a good general tidy up.
3. Think about highlighting one or two areas in your home that will capture buyers' hearts. If you're going to do any work these are the areas to consider investing.



SAMUEL GILBERT PUBLIC SCHOOL

SGPS P&C Assoc
ABN 66 274 848 150

Ridgescrop Drive
Castle Hill NSW 2154

02 9680 4477

info@greatfete.com.au

www.greatfete.com.au

5. Tell us about the Hills District real estate market right now.

We are still getting really strong buyer interest across all sections of the market. We recently sold a villa in Dural that exceeded all expectations in the final sale price and we still have buyers looking to find similar properties. At the high end we've also got some great properties coming onto the market through Billyard Homes. These homes, at West Pennant Hills and Kellyville, have been drawing really strong prices and lots of inquiries from genuine buyers so, I think in the Hills there's still lots of great selling and buying opportunities.

6. What is the biggest achievement of the Castlehaven office in the past 12 months?

We've been really excited to see some of our new home and land areas take off. We've been working in the area for more than 40 years and watching the changes as more families move into their dream Hills' home is really exciting.

7. What are you most looking forward to on The Great Fete day, Sunday 21 August?

I love seeing all the families out together just enjoying a great day and supporting Samuel Gilbert. Of course, I also can't wait to see my daughter on the stage performing with her friends from school and dance class and then I think the highlight for all of us at Castlehaven will be finding out who the lucky winner of our major raffle prize is. As you know, we're sponsoring the prize and offering one local the chance to work with our property experts on their sale of their home with our commission capped at \$5000.