

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SOLD for a record price!



56 Elizabeth Drive, Vincentia SOLD at Auction

SEE PAGE 3

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- Is your pool safe?
- Property sells at auction for over \$2,000,000
- 5 tips for property investing

HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

Auctions are proving yet again that they are a great way to get a fantastic price for your property. In this issue we are featuring the recent auction of 56 Elizabeth Drive, Vincentia, which set a new record for a residential property in our area. For more details please see page 3.

As summer approaches and the backyard pool becomes a favourite place to hangout, it is important to ensure it is a safe environment for all. Our page 2 story has some tips on pool safety.

Investing in property can be tricky. We have some helpful tips, especially if you looking to purchase your first investment property, in our page 4 story.

Please remember if you are considering selling, buying or leasing property, please give us a call. We have an experienced team with great local knowledge, ready to help.

Kind regards,

Greg Walsh

Principal



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IS YOUR POOL SAFE?



Australians may dominate the Olympic swimming pool but it is in the backyard pool where many people spend their summers. The nation's love affair with water sees more than 20,000 pools built each year.

While pools provide countless hours of summer fun and a way to beat the heat ensuring the backyard pool is a safe place to be is paramount.

There were 249 drowning deaths across Australia between July 2017 and June 2018, the National Drowning Report 2018 found.

Statistics reveal that 33 of these deaths occurred in swimming pools. Pool fencing and effective supervision can reduce these tragic deaths.

Fencing

The National Drowning Report showed that the most common means of access to pools were a faulty fence or gate, lack of a fence or a gate left propped open.

First and foremost, ensure that pools are fully surrounded by a fence, separating the pool from the dwelling and any place adjoining the property.

A compliant pool fence should be at least 1.2m high, secure and in good working order.

Restrict access to the pool with a self-closing and self-latching gate, making sure it latches shut on the first swing.

Remove any objects that could be used to climb the fence and store in a secure place.

In case of an emergency the law requires that a CPR sign be displayed near the pool.

Child safety

Tragically, children under five recorded the largest number of drowning deaths in swimming pools, accounting for 36% of all drownings.

Adult supervision in combination with pool fencing is the most effective way of preventing a child from drowning.

Always supervise your child in and

around water and be within reach of young children.

An adult should always be designated to supervise children – don't leave older children to supervise younger ones when they are using the pool.

To be fully prepared for the swimming season, why not enrol in a CPR or first aid course or update your skills.

Electricity and water do not mix

When buying a pool with electrical pumps and filters make sure the pump and filter have an electrical safety approval number or Regulatory Compliance mark.

Fit a safety switch to the main power board to shut off power to these devices in an emergency.

In addition, cover all drains and openings. The sucking force of an uncovered drain can entrap arms, legs, hair and other things that could lead to severe injuries and death.

Registration

Pool owners must register their pools with the state authority.

When selling a property with a swimming pool, the contract must include a registration certificate and a valid swimming pool certificate of compliance otherwise the buyer may be allowed to rescind the contract.

Pool ownership

No matter how many precautions are taken, having a pool can still be a dangerous proposition. You as the owner are also subject to legal risks such as being sued.

To minimise the risk: follow all pool safety rules, guidelines and laws for the local area; don't allow intoxicated guests in the pool; make sure the insurance policy includes coverage for lawsuits as a result of swimming pool injuries or death.

Property sells at auction for over \$2,000,000



56 Elizabeth Drive, Vincentia, sold by Robert Zuzic from Oz Combined Realty

Spring is here and the team at Oz Combined Realty has hit the ground running with an outstanding result that set a new record for residential sales in Vincentia.

When 56 Elizabeth Drive, Vincentia, was put up for sale, the beachfront property was bound to attract immediate attention. Set on an expansive 973sqm, just moments from the water, the three-bedroom residence offered a functional layout with easy indoor/outdoor living, generous space and fabulous views over Jervis Bay.

A property such as this, presenting opportunity and lifestyle in a dream location, would no doubt sell – but the extent of the sale's success would come down to the agency and the agent looking after it.

Fortunately, the Elizabeth Drive property was in highly experienced hands

with Oz Combined Realty's Robert Zuzic. Having already set the residential sales record in Huskisson, Robert clearly has the skill to gain the best possible price, and once again, did not disappoint.

During the 40-day auction campaign, there was an incredible amount of interest with 176 email enquires and 106 inspections. On the big day, 150 people attended the auction with 18 registered bidders. As a result, the competition was fierce with the hammer finally falling on the incredible price of \$2,050,000 – a record residential sale for the area.

Thanks to strong market knowledge and a reputation for successful sales, Oz Combined Realty has the advantage of a comprehensive database of qualified buyers waiting to purchase. Plus, waterfront properties are particularly sought-after, as they make ideal investment properties with excellent holiday returns. This meant that Robert

was able to instantly contact many interested parties who would be ready to move should the right property come along.

With the weather starting to warm up, the timing of the auction was perfect. There were plenty of buyers interested in purchasing and once again, the Oz Combined Realty auction program was the best way to create a buzz and gain not only the best possible result, but also one that broke all sales records – and the vendor could not have been happier with the result.

So, if you're thinking of selling, the spring/summer period is the time to do it. Buyers are waiting in the wings for the right property to appear and Oz Combined Realty are able to contact them when it does. Robert has already set two area sales records – just imagine what he can do for your property!

Success with 

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5 tips for property investing

What to look for when investing in real estate

More and more people are turning to property investment to secure their financial future. For first-timers, breaking into the property market can be daunting but by doing your homework you're on your way to building an investment portfolio.

Having a strategic property plan that is within your budget is key, so starting small by buying a townhouse or single apartment for example may be the way to kickstart your investment.

The secret of success is to buy well. Here's what to look for when considering real estate as an investment.

Where to buy

Location is integral to acquiring a good investment property.

Some of the best places to buy are those experiencing population growth, so look for emerging suburbs or regional areas that are desirable for renters.

Potential tenants look for properties that are close to work and where they have easy access to simple amenities such as shops, cafes and restaurants, parks and schools.

When searching for an investment property, aim to secure one that will be in continuous demand by tenants, as

well as future home buyers, after all the investment is about wealth creation.

What to buy

Do you invest in a house or a villa? Both have the potential to work well.

But it's important to select a rental that's popular in the area. Allowing emotion to drive your decision-making is a detrimental mistake. Focus on what the market is demanding: this is a source of income, not the home you're planning to live in.

Look for investment properties that have attractive features and wide appeal that will attract more than one segment of the rental market, such as singles, couples, young families or retirees.

Keeping costs down is another consideration, so opting for low maintenance properties is often the preferred route for many investors who want to see a steady profit.

For those with a bigger budget and a willingness to tackle a fixer-upper, properties that need repair and upgrading but are in hot locations may be wise investments.

Potential to appreciate

While rental returns ensure that you have a steady income stream, making



the holding of the asset more affordable, a smart investment is a rental property that appreciates in value.

How much will the property be worth when you sell it down the road?

When selecting an area avoid those that depend on a sole industry because if it falls, your property's value may decline as well.

Costs of investing

Buying an investment property can be costly and will affect the overall return.

Some initial costs include stamp duty, conveyancing fees, legal costs, search fees and pest and building reports. Owners are also responsible for council and water rates, body corporate fees, building and landlord insurance, as well as budgeting for repairs/maintenance.

Remember that tenants come and go and it may take a while to rent out a vacated property.

Property management

Find a good property manager and let them to do their job. The good news is that management fees are tax deductible.



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We Get Results!



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