

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Confidence Prevails using the same agent for buying & selling



Yasmin Keller

SOLD
We Get Results



Sold! 33 Elizabeth Drive, Vincentia

For full details

SEE PAGE 3

In this issue of Property News:

- Getting ready for an Open Inspection
- More fantastic results! Agency delivers again.
- Preparation is key to a flawless paint job



LETTER FROM THE PRINCIPAL

Dear Readers,

How wonderful would it be to both sell and buy a property with the same agency! A smooth transaction without the hassle of extra layers of communication with multiple agencies. Our main story this month features exactly this outcome for one of our clients. To find out more please see our story on page 3.

Getting your property ready for an Open Inspection can be a stressful time. Our page 2 article has some tips to help reduce that stress and have your property ready to make a great first impression.

Preparation is the key to the flawless paint job. Our page 4 article has some tips on how to ensure you have the perfect preparation.

If you are considering selling or buying a property please give us a call or drop in and see us at the office.

Kind regards,

Greg Walsh

Principal



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Getting ready for an Open Inspection

There's nothing like the prospect of guests to inspire a whirl of cleaning.

And when you're opening your property to an unknown number of people, one of whom you hope will buy it, there's even more reason to get out the vacuum, duster and cleaning products and get ready for action.

As well as cleaning your property, you will want to ensure it is inviting to purchasers. So, while you need to make it as appealing to them as possible, you should also remove some of the personal touches, such as family photographs, sporting trophies, holiday souvenirs, children's drawings, appointment reminders and paraphernalia on the fridge.

In addition to removing most of your personal items, it's also a good idea to declutter your property. You've probably arranged your furniture for comfort and convenience, but now it's time for a change. Clear counter tops and remove some furniture to make the rooms look more spacious. Try to take at least one piece of furniture out of every room, and



rearrange what's left to provide the best effect. It's even worth considering putting some furniture into storage to improve the appearance and to make it easier for people to envisage themselves living there, or see how it would work as a rental property.

As well as being fresh and clean for the inspection, your property should also smell that way. Try to keep fresh flowers throughout. Room fresheners can also be used, but keep them in inconspicuous areas, so that people don't wonder what you're trying to hide. If there are pets on the property it is advisable to keep them outside or even get friends to take them for the time of the inspection. Potential buyers will not necessarily love them or their fragrance, and might even be allergic to them.

It's worth the effort to make your property clean, sparkling and ready for inspections.



Confidence prevails using the same agent for buying & selling

When the owners of 33 Elizabeth Drive put their trust, and property, in the hands of agent Yasmin Keller, they got way more than they were expecting. In fact, double what they were expecting, in the best possible way.

Yaz managed to find their dream property on the waterfront by negotiating terms and conditions on their purchase. The owners had time to sell their property on 33 Elizabeth Drive with the utmost confidence in Yaz achieving a sale.

Greg Walsh, Principal of Oz Combined Realty explains,

"The owners were completely confident with Yaz's ability to perform a successful transaction."

Now that's full circle full-smile service - a smooth transaction that only experience and knowledge can bring to the table.

Located on a large block and only a minute's stroll to Collingwood Beach, with so much on offer, interest proved to be high. Built in 2011, this 4-bedroom contemporary dream property combined quality and style, and offered great potential as an investment property or beautiful family residence.

Listing at \$1,225,000, after five weeks on the market and 42 inspections, three offers were made and 33 Elizabeth Drive sold for \$1,150,000.

This was a spectacular outcome compared to 12 weeks as the average time to sell in the area, and \$715,000 as the median price for the area (which has stabilised in the last three months).

Owner, Fran Camm, shares her experience: **"Yaz is extremely good at her work, and she's great with people."**



SOLD for \$1,150,000! 33 Elizabeth Drive, Vincentia

During the whole process, she kept us in the loop and worked hard to achieve a very good result. We have no reservations in recommending Yaz to any potential owner."

Greg of Oz Combined concludes: "Yaz's reputation continues to be proven. Successful with outstanding results achieved!"

So while the property market may have its ups and downs, selecting the right property agent can bring more certainty to an often stressful process with uncertain

outcomes. Real estate success depends on partnering a trusted and experienced property agent who has a proven track record, known to deliver.

Yasmin Keller proved her ability to deliver for the vendors of 33 Elizabeth Drive. This is how Yaz works. And this is how we work - experienced in years, committed to results - for all our clients.

So if you're in the market to sell or buy, contact us today. We're here, determined to make great things happen for you.

Sell

with 

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Preparation is key to a flawless paint job

Whether you're a property owner preparing to sell, or wanting to spruce up a rental after the end of a lease, the decision to paint is not as straightforward as you might think.

Which rooms to paint? How much paint is needed? What colour to choose? Is it best to hire professionals or do-it-yourself? These are all important questions.

Amid all that it can be forgotten that preparing your property before the paint even hits the wall is a critical step.

The golden rules of painting are prep, prime and caulk.

When preparing your property, the first step is to remove all hardware from the walls. This includes electrical plug covers, phone outlet covers, curtain rods and brackets or blinds, nails and stick-on hooks, along with light fixtures if painting the ceiling.

Next, clean surfaces with sugar soap to get rid of dirt and grease. Use a paint scraper to remove any flaking and cracked paint from the wall.

Fill any nail holes, cracks and imperfections, using a multi-purpose gap sealer and a caulking gun to fill the gaps in the corners of the walls.

You might also need to scuff the previous coat lightly with sandpaper.

The number one rule for painting is that the surface needs to be clean, dry and dull.

Before dipping the brush into the paint can, remember that paint is messy, so you'll need to tape drop sheets in place along the walls and floors, apply painters tape around all moldings, window frames and door frames to prevent stray paint, and either remove any furniture or organise it in the centre of the room and cover tightly.

Prime the walls. Where needed, use primer paint on the walls and trim.

If you're painting over a wall with a paint that is close to the previous colour, then in general, you don't need to prime existing paint. Repaint the wall with at least two coats of the new colour.

If painting over a dark colour with a lighter one, more than two coats might be needed to stop the existing colour from showing through. If that's the case, using a primer or basic white for the first coat is a cost-effective option.

With the average cost of interior painting setting you back about \$20-\$30 per square metre, getting the preparation right yourself can bring significant savings.

On another note, while preparing for painting is one thing, choosing the right colour is a whole other ballgame.

Picking the wrong colour could cost property owners when it comes time to sell, or rent.

Many once-popular paint choices are now considered unappealing and can detract from a property's selling price, or



even put off tenants from applying to rent a property.

Experts recommend choosing colours with mass appeal that can work with a range of decors. Opt for cool, neutral wall colours.

Pops of colour can work for front doors. It often forms the first impression in a prospective buyer's mind and a door in a popular colour can help make buyers feel that the property is well cared for.

Oz Combined Realty look after your property as if it were their own!



If you would like to rent your property without the fuss then call our property management team of experts and rest easy!

