

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SOLD!!!!!!

Recent Sanctuary Point auction achieves another outstanding result



In this issue of Property News:

- Tips for saving water
- Another outstanding auction result
- Buyers often have more time at Christmas



LETTER FROM THE PRINCIPAL

Dear Readers,

The auction process continues to deliver great sales results. In this issue of Property News we feature the recent sale of 234 Kerry Street, Sanctuary Point at auction for \$535,000. For more details please see page 3.

Regardless of where we live, and whether we have water restrictions, we can be looking at ways to save water. Our page 2 article looks at ways we can save water based on Level 1 water restrictions.

Are you thinking of selling your property but are concerned that you have missed the peak Spring selling season? All is not lost, the Christmas holiday time is also a good time to sell, as buyers often have more time to look at properties. Contact us today and we can discuss the best options for you.

Kind regards,

Greg Walsh

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Tips for saving water

Summer hasn't even arrived, yet strict residential water restrictions are already being implemented in some areas.

In fact, Sydney, Blue Mountains and the Illawarra have all been on Level One restrictions since 1st June, which was two months earlier than expected. And if the situation doesn't improve, Level Two restrictions will soon be enforced.

However, if your area doesn't currently have water restrictions, it is good citizenship to be implementing strategies to conserve water. You may like to consider following the restrictions even if they have not been specifically applied to your area.

Under Level One restrictions, you're still able to water your garden as long as it's done before 10am and after 4pm to avoid the heat of the day. And as long as you use a bucket of water, watering can, drip irrigation system or a hose fitted with a trigger nozzle.

You can still wash your car, but only with a bucket, a hose with a trigger nozzle or high pressure cleaning equipment. However, driveways or paved surfaces cannot be hosed down as a part of general cleaning.

If the dam levels fall to 40% capacity then water restrictions will be raised to Level Two, which will further limit water activities. Before that happens, there are many other ways to save water around the home, such as choosing a front-loading washing machine with at least a 4.5-star WELS rating and always doing full loads. You can also install a dishwasher with at least a 5-star WELS and again, ensure

every load is full.

Try having shorter five-minute showers, and perhaps take a bucket into the shower to save water for the garden. Particularly as using buckets of water or grey water from showers and the laundry is encouraged at all water restriction levels.

In the garden, always try to water the plant's roots and not the leaves and apply a generous layer of mulch to garden beds to retain as much moisture as possible. And if you have a pool, use a cover to reduce evaporation.

If you are living in an area with water restrictions, take time to familiarise yourself with your area's water restriction guidelines, so you know exactly what you can and can't do and that your property correctly equipped. It doesn't take much to purchase a hose with a trigger nozzle, but using one is essential when it comes to tending to your garden and conserving water.

Your local council or real estate agent will be more than happy to offer advice on how to proceed. And for more information and helpful hints on saving water, you can also check out the Sydney water website <https://www.sydneywater.com.au/SW/water-the-environment/what-we-re-doing/water-restrictions/index.htm>



Another outstanding auction result in Sanctuary Point

The recent successful sale of 234 Kerry Street, Sanctuary Point, proves how the auction process continues to work wonders for property owners wanting to sell.

But the big final SOLD! result doesn't just depend on the auction day. Equally important is all the hard work and well-crafted strategy in the weeks leading up to the big day that contributes to the final outcome.

"The team at Oz Combined Realty works together for Auction success," says Ben Collinson, the Oz Combined Realty listing agent.

This includes a focused marketing campaign, open inspections to view, an up-to-date database of interested buyers, and presentation of the property.

And on auction day, all this combines beautifully into a winning result for the seller who places trust in the hands of an experienced local agent.

Selling Agent Yaz Keller shares more on 234 Kerry Street's auction day success.

"Bidding started at \$350,000 but with the guidance of Oz Combined Realty's sales team it reached \$535,000. Teamwork is what secured a great sale price 20% above Reserve."

After 27 bids, the property sold under the hammer for \$535,000. This incredible result was also well above the median price for the area of \$420,000 (which has been steady for the past three months).

So how did the Oz Combined Realty team manage to get to this result in such a short space of time?



"Auctions done the right way achieve great results. And onsite is the best option." Yaz Keller, selling agent

Marketing, open homes, and trust in the auction process – and the seller partnering a real estate team with a combined 75 years plus of real estate experience.

Because even though there was a lot of interest in the property generated from more than 20 inspections, with four offers made prior to auction, by going to auction, the end result exceeded all expectations.

"Auctions done the right way achieve

great results. And onsite is the best option," adds Yaz.

So if you're looking to sell, contact our experienced and local property team today. We're here to help you achieve the best results. Or if you're looking to buy, we'd love to help make your property dreams come true.

Call us today. We're here to help with all your property needs.

Sell with **Oz**

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Buyers often have more time at Christmas

Have you noticed that shops are already selling Christmas decorations? The countdown to the silly seasons is on!

Many so called experts will tell you the Christmas New Year period is not a strong period in the real estate market. However that is not the case.

Sure, real estate is not on everyone's mind at this time of year, but you don't want everyone, just one buyer.

Consider that the Christmas New Year break is actually our longest holiday period and as such it affords the best opportunities for buyers to travel and investigate their property options, particularly those who are being transferred into your area.

Of course if you're in a position where you have to sell then it makes no difference to you what time of the year it is.

And if you're selling a well located holiday or investment property then there's no better time to sell it than when holidaying visitors are in your neighbourhood.

The bottom line is that there are still buyers in the market at Christmas and for some buyers it is only at this time of year that they have the time to spend looking at properties.

If you're looking to sell property, for whatever reason during this period there are two decisions you need to make: the choice of agent and whether or not to decorate your home.

Apart from all of the normal criteria, the

choice of agent will come down to whether their office is open, operating hours and staffing levels. You also need to know what is their level of advertising and marketing activity during this period.

Then there's the question of decorations and the general presentation of your property.

Consider that your potential buyers come pre-packaged with biases and prejudices. They may not even celebrate the traditional Christmas as you know it or, if they do, they may be offended by the non religious icons we have come to associate with the season.

Why give them more information than they need to know about you?

By not decorating, you are protecting your privacy during open inspections. You are also making your property feel more spacious without blocking pathways.

When buyers enter your property, you want them to imagine putting their own furniture in each room, making it theirs, and they can't do that if your holiday decorations dominate the stage.

If you must decorate keep it to a minimum. Don't block or cover up important selling features such as fireplace mantels, stairs, stained-glass windows.

- Tone down the size of tree. In place of a two metre tree, try decorating a table-top, one metre version.

- Stack wrapped presents in a



closet or in one corner.

- Use more splashes of red than green because red is an emotionally appealing colour.
- Never leave candles burning unattended.
- Set a plate of cookies on the counter, next to festive paper napkins for guests.

Generally, look to ways to use Christmas cheer to your advantage to generate a lived in and loved feel about your property.

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



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

