

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Trust in agent brings winning results



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LETTER FROM THE PRINCIPAL

Dear Readers,

Happy New Year. 2020 is here! Properties are continuing to sell well. In this issue of Property News we report on the recent auction of 9 Morton Street, Huskisson, which sold for \$845,000. To find out more please see page 3.



As we live through another hot summer, solar panels are definitely worth considering if you haven't had them installed already. For more information please see our page 2 story.

For those people who are considering investing in property for the first time, our page 4 story looks at some tips to help you in your new role as a landlord.

Please remember, if you are considering selling your property, please contact us to discuss the options available to get the best price possible.

Kind regards,

Greg Walsh



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Solar Panels offer many benefits



With climate change now a major concern, it's important that we find ways to live more sustainably and reduce our carbon emissions.

One solution is right above us in the sky. The sun is a source of non-stop clean renewable energy and when harnessed, can offer enormous benefits, both personally and globally.

In Australia we have no shortage of sunlight and by equipping our properties with solar panels, we can put this energy good use.

Solar panels are able to absorb the sun's energy and convert it into electricity, in order to power residential properties. And best of all, this process does not produce harmful emissions, unlike many alternative energy sources.

Energy sourced from fossil fuels such as oil, gas and coal, creates greenhouse gas emissions. It contributes to global warming and pollutes land, air and water.

Not only that, sources are being severely depleted and will eventually run out. It's therefore vital that we turn to renewable energy as soon as possible, working with our planet and not against it.

Installing solar panels does require an initial outlay, however the price of panels has come down in recent years. And once you're set up, the on-going maintenance costs are very low.

There are also government rebates and financial incentives available to assist in the process of going solar.

More importantly, it's a cheaper in the long run. By powering your dwelling with solar energy, electricity bills are significantly reduced, if not completely eliminated, which will come as a welcomed relief each quarter for property owners and tenants alike. Especially with the rising cost of energy, sourced from fossil fuels.

Another advantage to residents is the immediacy of the supply of electricity. Coming straight from the sun, there is less chance of any interruption to your power, making you more electricity independent. And while sunny days certainly produce more solar power, it can still be harnessed on cloudy or rainy days.

Plus the solar panels are far more water friendly and therefore suitable for use during harsh drought conditions or heat waves.

We must look to the future and find ways to power our properties with clean renewable energy and reduce greenhouse gas. Installing solar panels on our properties is a strong step in the right direction.

Converting to solar power gives you the opportunity to reduce living costs not to mention your carbon footprint and contribute to a more sustainable future. Nothing to lose but absolutely everything to gain.



Trust in local agent brings winning result

The decision to sell is never an easy decision to make. So, when the owners of 9 Morton Street, Huskisson, decided to sell the pressure was on to deliver an outstanding result.

"This property has been owned by the one family for 30 years, so deciding to sell was a very big decision," explains property agent Robert Zuzic of Oz Combined Realty.

But because the owners put their trust in Robert, who went on to lead an outstanding auction with the support of the Oz team, the end result was a spectacular win-win for both seller and buyer.

With 5 bedrooms and 2 bathrooms, and a lot of extra space indoors and out, and located in close proximity to the beach and in two school catchment zones, this spacious dwelling presented a lot of opportunity for potential buyers.

After an extensive marketing campaign which included 6 weeks on the market, there were more than 20 inspections. By auction day there were six registered bidders, who brought with them great excitement.

All this culminated in a terrific result with 9 Morton Street selling under the hammer for \$845,000.

"Both the buyer and the sellers were ecstatic," says Robert. "It was an exciting auction."

And the excitement and energy is here to stay with the property market now hotting up for a number of reasons: warmer weather and the imminent summer selling season, low interest rates and greater demand by first home buyers.



9 Morton Street, Huskisson
Sold at auction by Robert Zuzic for \$845,000

All this means increased buyer interest and greater buyer demand. So if you're considering listing your property, now is a very promising and opportune time to sell.

And for the local market specifically, an added positive for property owners is that the median price for property in the area has risen over the last 3 months.

With the Jervis Bay area remaining one of the best known destinations on the South Coast, and with sentiment

strengthening for the property market in general, if you're looking to sell or buy don't miss out in making your move. Now is the time to consider your real estate options and realise your property goals.

Contact our experienced, friendly and trusted property team today. We've helped hundreds of clients over many years in the local market. We'd love to also help you!

Auction

with



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Top tips for first-time property investors

Planning, research and good management will help you to enjoy your investment

The purchase of your first investment property marks an exciting new financial phase in your life.

It may also cause some butterflies as you venture into this unfamiliar territory.

As with any first-term venture you may well encounter some problems but here are some tips that should help you to avoid, or at least reduce, some of the issues associated with being a landlord.



Screen tenants

Check their details carefully and contact their referees and former property managers. It takes time but it helps to ensure your property is in good hands.



Watch the money

Don't let tenants get behind with payments or you'll set an unfortunate precedent and find yourself out of pocket. If payments are late take immediate action to show you mean business.



Insure yourself

A landlord insurance policy can cover you against potentially expensive payouts and loss of rental income. Among its benefits is the protection it can provide if tenants damage your property.



Do your sums

Rental income yields are below home loan interest rates, so make sure you can cover the interest cost differential. Other expenses could include council, land and water rates, and maintenance.



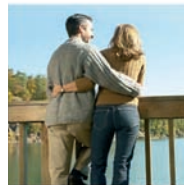
Plan for a rainy day

As well as planning financially for the expected, you need to anticipate and provide for the unexpected, such as an unplanned vacancy or a sudden interest rate rise.



Put things right

Failure to attend to maintenance issues could prove a legal liability risk for you if tenants are injured. Have repairs done as quickly as possible, and keep an eye on general maintenance.



Keep your distance

Resist any temptation to become your tenant's new best friend; otherwise it could be difficult to take action if issues arise. This is a business relationship and should stay that way.



Inspect regularly

A minor maintenance problem now could become a costly repair job in the future. Regular inspections by you or your property manager can save a lot of time and trouble.



Don't be greedy

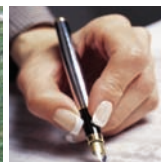
If you try to squeeze every last dollar of rental income from your tenants, you might lose them. This could result in a vacancy that can be more expensive than taking less in rent.



Consider delegating

Many people dream of owning investment properties but don't want the work of managing them. In that case, for a small percentage of the rental income it's worth appointing a property manager with time and expertise to look after your investment.

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!

