

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*

## Sold in 3 days!

**“We’ve sold twelve properties in Basin area in the last six weeks,” says Loren Keller, Oz Combined Realty**



**Sold! 100 Tallyan Point Road, Basin View**

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- How to reduce the stress & strain when moving
- Sold in only 3 days!
- Why do investors need a Property Manager?



## LETTER FROM THE PRINCIPAL

Dear Readers

The market continues to move along despite the terrible bushfires we are experiencing. In the last six weeks we sold twelve properties in the Basin area and seven in the Bay area. In this newsletter we are featuring the sale of 100 Tallyan Point Road, Basin View. For more details please see page 3.

Moving is one of the least popular activities of all time. Our page 2 story has some tips to help reduce the stress and strain when moving.

Just like selling your property, some people think it is much cheaper to manage your own investment property. Our page 4 article takes a look at some of the property management do's and don'ts, and the advantages of engaging a professional.

Remember our team are available to help out with your property needs - buying, selling or renting. Just drop in to our office or give us a call.

Kind regards,

**Greg Walsh**

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# How to reduce the stress and strain when moving

*By following these simple steps you can make the moving process simple and as stress free as possible.*

**You have sold your property and are ready to move to the next one. With so much excitement it is easy to forget about the gruelling task that now lies before you.**

Suddenly you grasp the reality of the situation — for the next few weeks you will be drowning in bubble wrap and boxes.

Moving house can be one of the most stressful times in a person's life, so how do you make sure the process is as pain-free as possible?

**To avoid the tears and heartbreak, this report will reveal what steps to take when making your move.**

### **1. Go through your belongings thoroughly to reduce the number of items you have to pack.**

You don't want to drag boxes full of junk to your new property, so get rid of the excess before you leave.

Have a garage sale, take old clothing and bric-a-brac to the markets or donate items to a charity.

### **2. Decide on whether you want to hire professional removalists or do the job yourself.**

If you decide on the professionals, make sure you call at least three companies for estimates, so you can compare prices. If you decide to do the job yourself, recruit friends and family to help out on moving day.

### **3. Inform the appropriate people that you are moving and provide a forwarding address.**

Contact your utility companies (gas, electricity, water and telephone company), tell them you are moving and sign up the services to your new address.

### **4. Make sure your family and pets arrive at your new property safely.**

Make travel arrangements for your pets and if you are driving and

ensure you get your car serviced before you go.

### **5. Important items should always travel with you.**

These items include the keys to your new property, the telephone number of the moving company, documentation related to the sale of your property, your insurance policies, any important personal records and documents, photo albums and back-up copies of important computer files.

### **6. How do you prevent your old and new properties from being damaged in the moving process?**

When moving furniture, pad the corners and stairways and protect the floor coverings from grubby footprints by laying down old sheets in the entry and hallways.

### **7. What do you do when you and your furniture have arrived at your new property?**

Show the movers where to place the furniture and unpack any valuable items as soon as you arrive. Then take the opportunity to drive around the neighbourhood to orientate yourself with your new area.



# Sold in only 3 days!

## Presentation is key, less is more.

The recent successful and speedy sale of 100 Tallyan Point Road shows why presentation is key when selling property.

When it comes to presenting a property for sale, the neater and tidier, and the less clutter, the more visual breathing room potential buyers have to imagine the property's full potential – be it as a dream home or as an investment.

Agent Loren Keller of Oz Combined Realty explains his 'less is more' approach for 100 Tallyan Point Road: "It was a deceased estate so when I met with the owner I recommended to take everything out of the house, and to also have all the walls cleaned, as well as replace all the carpets."

This quick and easy refresh meant the single-level property could present itself in its very best light.

So by the time the front door opened for inspections, this 2-bedroom 2-bathroom Basin View property was clean and spotless, with a neat and tidy yard, ripe and ready to be sold.

Interest was strong: five groups inspected, and three offers were made after the first open inspection.

And after just three days on the market, 100 Tallyan Point Road sold for \$505,000.

Besides the crucial focus on presentation, the property itself offered comfort and convenience, being single level, with very good side and street access, and also located close to schools, shops and public transport.

"Multiple offers were made after the first open inspection," says Loren.



**100 Tallyan Point Road, Basin View**  
**Sold in 3 days by Loren Keller for \$505,000**

But this type of success story isn't a one-off for the team at Oz Combined.

**"We've sold twelve properties in the Basin area in the last six weeks," adds Loren.**

This run of successful sales, together with the median price for the area rising in the last three months, after dropping, are indicators of a more stable property market.

**So if you're thinking about selling, or possibly looking to buy – whether as your primary home to live, or as an investment, we'd love to help you. Our experienced, professional and friendly team, with years of local market knowledge and hundreds of happy clients, are ready to help you achieve your property dreams. Make contact today – we're ready to help you!**

# Selling

with 

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# Why do investors need a Property Manager?

**So you've taken the plunge and bought yourself an investment property. In this property management report of do's and don'ts, we look at the advantages of putting your valuable investment in the hands of a professional real estate agent.**

You may be tempted to manage your rental property yourself.

**Why should you part with your hard-earned money to pay for an agent? What can they do that you can't?**

Property management is a specialised field that requires training and experience to master.

You will need to retain your investment property for a number of years in order to maximise your return.

A properly trained property manager will protect your asset and ensure your rental income is secure.

What you might save in agency fees if you decide to 'do it yourself' would quickly evaporate if your tenants stop paying their rent or cause your property to deteriorate. Not to mention the costs that can quickly accrue if the property is vacant for any length of time.

Real estate agents have the knowledge and resources to offer a range of benefits to investment property owners.

For instance, their experience helps them to select reliable tenants for you and to check out their references and credentials.

**How well do you know the laws that**

**relate to renting and tenancy?**

Untrained owners have discovered in the past that the legislative processes can often seem to favour the rights of the tenants over those of the landlord in a rental property dispute.

Agents are fully conversant with the necessary legislation governing rental property investment.

They can ensure that any legal matters are dealt with quickly and with minimum disruption to your investment.

Often troubles that arise in property management can be solved without recourse to legal advice if your agent is able to negotiate a settlement.

**Agents are trained negotiators and can mediate between you and your tenants to ensure an equitable outcome in any dispute.**

Self-managing property owners are frequently unable to overcome the emotion that naturally arises when there is trouble with their tenants.

An agent acts as an impartial third party to smooth the waters and broker a solution for you.

Importantly, agents have access to a range of industry resources to help them manage your investment property.

They receive regular market information and are quickly informed about any changes in legislation that might affect the rental market.

Many of them belong to professional bodies such as the Real Estate Institute of Australia (REIA), which provides them



with updates on legal matters and government amendments.

They are also able to access ongoing training and education in property management to keep them up with the latest thinking and research in their field.

Another advantage of selecting an agent to care for your property is their relationship with a network of tradesmen and professionals to make sure you get the best maintenance and repair jobs, when necessary, quickly and at the best prices.

If you are still in any doubt about the wisdom of entrusting the management of your valuable investment to a trained professional, the best news is yet to come.

**The Australian Taxation Office allows you to claim an immediate deduction for property agent's fees and commission in the year you incur the expense on your rental property.**

Choosing Oz Combined Realty will allow you to watch your investment increase in value with total peace of mind, knowing your property is in the best of hands.

## 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!

