

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Teamwork gets the job done everytime!

SEE PAGE 3



67 Macleans Point Road, Sanctuary Point, SOLD by Helena Daniels & Ben Collinson

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LETTER FROM THE PRINCIPAL

Dear Readers

One of the benefits of selling your property with our agency is that we have an experienced team that works together to help owners get great results. Page three has some of our team's recent sales success stories.

For those who are looking to buy a property, the thought of all the tasks can be an overwhelming. Our page 2 story has some tips to help make the process as enjoyable as possible.

Managing your own investment property can result in many problems. Our page 4 article this month looks at some of the potential traps and how to avoid them.

If you are considering selling or buying a property please give us a call or email us today.

Kind regards,

Greg Walsh

Principal



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Tips for navigating the property buying process



Sometimes the idea of buying a property is exciting, but the process can be overwhelming.

Rather than looking at everything, it's a good idea to narrow down your search before you start by deciding what's important to you.

Location

For example, will your life be easier if you are within walking distance of work, schools, shops, transport or other amenities? If these are crucial factors, you can narrow down your search.

If your purpose in buying is to have an asset that you can sell at a profit in a few years, location is also a vital factor in your purchase. The old saying about the advantages of buying "the worst property in the best street rather than the best property in the worst street" has been tried and proved true over time.

List

Making a list about what you really want in a property can save lots of time when you're looking. It also helps to note down what you like and don't like about living in your current property and location. This assists in focusing on what you really want from your new property. Then, when you're looking, check your list against the features of the properties you inspect and see if they tick all or most of the required boxes.

Loan

The best way to break your heart when looking for a property to buy is to find the property you want, only to learn you can't secure the required finance. Find out first how much you will be able to borrow, and don't be tempted to look at properties outside that range. This saves time and disappointment when you're looking for that perfect property.

Solid Teamwork leads to great sales



SOLD by Helena Daniels & Loren Keller
57 Waratah Crescent, Sanctuary Point

The recent success in selling three different Sanctuary Point properties goes to show that even in uncertain times if you have a well-networked and highly experienced local property team on your side, top results are achievable.

Greg Walsh, Principal, explains how the team at Oz Combined work tirelessly together to achieve solid outcomes for clients, even during more challenging times: "You may put your property on the market with one agent but in the background with Oz there are many agents working to sell your property."

And the results achieved by Oz's property team of agents, Greg Walsh, Ben Collinson, Loren Keller, Helena Daniels, Yaz Keller and Robert Zuzic, speak for themselves.

Sold! 3 Mountain Street - marketed and sold by Ben and Helena. Sold! 57 Waratah Crescent - marketed with Helena

and sold by Loren. Sold! 67 Macleans Point Road - marketed by Helena and sold by Ben (and after only three days on the market).

All three properties listed in the range of \$400,000 to \$569,000, and all three properties sold close to their asking price. So even though the median price of property in the area of \$420,000 has decreased in recent months, the team at Oz Combined are committed to working seamlessly together to achieve the best results for sellers.

"It's really about strength in numbers. Due to our large sales team we are able to generate more enquiries which means we can sell your property for the best price," says Ben. "Because when you sell your property with Oz Combined you get more than just one agent working for you."

Ben explains, "We work hard as a team



SOLD by Helena Daniels & Ben Collinson
3 Mountain Street, Sanctuary Point

to achieve the best outcome for all our clients."

"Our team is committed to reducing stress while helping our clients achieve their property goals – whether selling or buying - even at times of uncertainty," adds Greg Walsh.

So while waves of economic ups and downs often can't be avoided, there is one thing that property owners can control for greater peace-of-mind – and that's choosing the right property team to support and guide you through all kinds of market conditions on your property decisions.

To discuss your property needs, or to find out more about recent market changes and how they may affect you, call our local, experienced and friendly team today. We're here to help and support you, work things out, and achieve your property goals.

Selling with

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Traps to managing a rental property

Long-term landlords will tell you that a good Property Manager is worth their weight in gold



“Surely it can’t be that complicated?” asked a potential landlord who was considering using a Property Management Service.

Having decided to rent out their property themselves, it wasn’t long before they returned to the Property Management Team to help them get their investment back on track.

In the land of Utopia, renting out property seems straightforward, with every tenant paying their rent on time. The thought of a troublesome tenant is a myth.

Having managed numerous rental properties over the years, our Property Management Team can tell you that the land of Utopia does not exist, and that every cent spent on having a property professionally managed can mean the difference between your investment making a profit or loss.

If you don’t believe me, let’s have a look at three traps do-it-yourself landlords have problems with when it comes to managing tenants:

Firstly, failing to ask for a bond

This is a security deposit held in case the tenant doesn’t meet their obligations in maintaining your property to a reasonable standard, or damages the property.

Like the saying, “You can’t judge a book by its cover,” it can be very easy to

misjudge tenants. Often it is found that those who many would consider to be tenants of outstanding character, leave rental properties in a state that resembles the inside of a garbage truck.

Unfortunately, you just can’t tell who will stick by the rules, and who won’t. At least when you have a rental bond in place, when the tenant leaves you have the security of four weeks rent to offset any liabilities created by a tenant.

Secondly, not having a lease

This is a legally enforceable contract which spells out all the terms both the landlord and tenant have agreed to. It is a safe-guard for both the landlord and the tenant.

Without this type of contract, if anything goes wrong and the tenant disputes the claim, it is the landlord’s word against the tenant as to what was agreed upon when entering the tenancy.

The absence of a Tenancy Agreement leaves a landlord open to potentially going down the road of litigation and an expensive solicitors bill, in trying to rectify the problems caused by the misunderstanding between landlord and tenant.

Thirdly, interpretation of Tenancy Laws

Each State is governed by its own

Property Management Laws and can change without notice from time to time.

With a proper professional Property Manager on the case, they are always up to date with changes in legislation and how they apply to both tenants and landlords alike.

However if you decide to manage your own property, by the time you can find out changes to legislation it can mean facing fines or penalties simply because you did not act quick enough to make changes.

These three traps are just a few things that need consideration before self-managing a rental property.

If you speak to long-term landlords who own a number of properties, they will tell you that a good Property Manager is worth their weight in gold, freeing them up to enjoy the benefits of their investment without the day-to-day hassles.

To discuss your options when it comes to managing your rental property please give our Property Management Team a call on 4441 6033 or 4443 3222, as they are available to help you make the most of 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!

