

# PROPERTY NEWS

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

## Quick response leads to sale

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**30 Elanora Parade, Basin View, Sold by Loren Keller**

### In this issue of Property News:

- Choosing the right agent
- Quick response equals sale
- Maintenance: Protect your investment



## LETTER FROM THE PRINCIPAL

Dear Readers

There have been challenges during the Coronavirus pandemic. We've had to adjust the way we live and work, including when it comes to buying and selling property. Despite this, we are continuing to sell properties, sometimes very quickly! See page 3 for one of our recent sales.

There are many things to consider when selling your property. For example, what method of sale should you use - private treaty or auction? An experienced professional real estate agent can help you make the right decision. Our page 2 article in this issue gives you some tips on how to choose the right agent.

If you are a landlord you will probably know about the importance of keeping on top of the maintenance. Just in case you need some guidance, our page 4 story has some maintenance tips to protect your investment.

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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# Choosing the **right** agent



## How do you find the best person to sell your valuable asset?

**When you're selling your property, you want the experience to be as pleasant and profitable as possible.** Choosing the right real estate agent to help you is a big step along the way to achieving these two aims.

A real estate agent can offer expert help in various areas, from giving you tips as to how to present your property for sale, to advising you about the price that is most likely to achieve a successful sale.

## But how do you know who is the right agent for you?

### Ask around

If you haven't dealt with a real estate agent before, a good starting point is to talk to anyone you know who has sold a property and ask the name of the agent who helped them. Checking out the RateMyAgent.com.au website is another way of getting opinions from other people who have sold with the real estate agent.

You can also check recent local sales of properties similar to yours, and contact the agents who sold those properties. As well as providing you with information about the local market, talking to these real estate agents will help you to decide on the one with whom you feel you have the right rapport and trust.

### Be businesslike

You need to feel comfortable with your agent but you also need to remember it is a business relationship, with both parties hoping to benefit from a successful result. Don't be afraid to check the

agent's experience.

### Be realistic

As well as being guided by your agent's knowledge of the market, you should also do some homework yourself to make sure you have some idea of the top and bottom prices you could expect for your property. An agent who suggests a price that seems unrealistically high may not be the best person to sell your property.

### Ask questions

The right agent should be able to communicate well and to explain the selling process to you. Ask about costs such as advertising, check the proposed marketing program, enquire about whether open inspections would be beneficial and get your agent's opinion about the presentation of your property. The answers should help you to know whether you will be happy to entrust your valuable asset to this agent.



# Persistence with private inspections wins out

**Only one hour after an offer was received for the full asking price, the contracts were signed for a Basin View property**

**Organising inspections for properties during the recent pandemic has been a challenge to say the least. However, the team at Oz Combined Realty understands how vital it is for a potential buyer to truly experience a property and has persisted with organising private inspections – and has achieved amazing success in the process.**

The recent sale of fabulous waterfront property, 30 Elanora Parade in Basin View is a prime example. Lovingly cared for by the one owner for 30 years, the four-bedroom property, perfectly positioned on a waterfront reserve just a short walk from the jetty, was an absolute find. Expansive in size and beautifully presented, it just needed the ideal buyer to appreciate all it had to offer.

Loren Keller from Oz Combined Realty marketed the property for \$635,000 and organised private inspections for people who were interested, as this was the only way to show the property during the COVID-19 pandemic. But Loren rose to the challenge of these trying times, and in this case made himself available for at least 12 private inspections to suit potential buyers.

While three serious offers made, the property only needed one for a perfect fit. The successful buyers immediately fell in love with the property and its proximity to the waterfront reserve. The full price of \$635,000 was offered and the contracts were signed within the hour. An outstanding result, in an area with a steady medium of \$485,000.

Loren used his marketing expertise



**30 Elanora Parade, Basin View, Sold by Loren Keller**

and excellent communication skills to contact buyers who would feel the same way about the property as the original owners had for 30 years. And he found exactly that. The new owners are thrilled with their purchase, excited by the prospect of having a fantastic house. It was just what they were looking for and they were ready to move quickly when their dream property arrived.

So if you're looking to sell, there are

undoubtedly buyers on the lookout for a home just like yours. You only need one ideal buyer, who sees what you see in your property and are prepared to pay for it.

**So, give the professional agents at Oz Combined Realty a call today. Whatever is going on in the market, they will do what it takes to show your property to its best advantage so a potential buyer will fall in love with it, just as you did once.**

# Selling with

## 4443-3222

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# Maintenance

## Protect your investment

Ensure your rental property is in tip top condition to reduce the risk

**Buying a rental property and becoming a landlord can be an intimidating, yet thrilling experience.**

Once you dive into property investment, it is vital to employ the services of a professional agency and property manager to guide you through the complex process.



By employing a trusted property manager, the stress of being a landlord is significantly minimized as they can provide you with all the information

you need to make your investment not only successful, but almost stress-free.

The experienced property managers at Oz Combined pride themselves on keeping abreast of all the changes in the industry and providing their landlords with the best service and advice possible.

**When you are committing large amounts of money into an investment property, it is vital that you take the necessary steps to protect your investment in case a problem arises.**



The first most obvious step landlords should take, when looking to protect their investment is taking out landlord protection insurance.

This insurance covers landlords in an unexpected situation where they may lose

rental income or the property is damaged. Landlord insurance is tax deductible and also provides peace of mind for landlords.

**While insurance is the best way to protect your property, there are other more practical steps to take which can be even more important.**



Ensuring your property is fitted with safety devices like working smoke alarms, electrical safety switches and even a fire extinguisher could

prevent a catastrophic disaster, which has the potential to destroy your property and more tragically, may take a life.

These devices are relatively inexpensive and allow you to provide a safe environment for your tenants while potentially preventing serious damage to your property. It is often a good idea to replace these items when a new tenant moves into the property.



Carrying out regular maintenance inspections, like annual pest inspections, will ensure your home is protected from

destructive pests like white ants.

It is also a good idea to have a yearly building inspection carried out by a reliable professional to ensure there are no potential building defects.



**When maintenance is needed on your property, it is very important to attend to the problem as soon as possible to avoid liability.**

Attending to maintenance issues promptly will reduce the chance of possible injury to your tenants and could also prevent a small repair from turning into a bigger, more expensive problem.

When work needs to be carried out on your property, your property manager will be able to inform you on the best action to take and they can also recommend a qualified tradesperson who is licensed to carry out the work.



Landlords need to be able to put their full faith in the skills and expertise of the property management team if they want their property

investment experience to be as smooth sailing as possible.

**For more information about property investing, maintenance or other property management issues, the experienced and friendly team from Oz Combined will be only too happy to help.**

## 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!

