

# PROPERTY NEWS

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

## Market Knowledge is the key to success



**94 Sanctuary Point Road  
Sanctuary Point**

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### **In this issue of Property News:**

- Which paint goes where?
- Impressed by Agent's knowledge
- Choosing the perfect tile



## LETTER FROM THE PRINCIPAL

Dear Readers

We are continuing to experience strong demand for properties in our local area. In this issue of Property News we feature recent sale in Sanctuary Point. To find out more, please see our page 3 story.

As Spring arrives it is a great time to give your property a fresh look, particularly if you are considering selling in the near future.

Painting is a quick and easy option for re-styling rooms or outdoor areas. Our page 2 story has some useful information regarding the appropriate paint types for each area.

Updating tiles is another way of re-vitalising a room or area of your property. Our page 4 story considers the pros and cons of different types of tiles.

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**

Principal



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# Which paint goes where?

**Whether you're putting your property on the market or simply give it an update, there's nothing better than a fresh coat of paint. But where to start? Picking a colour is one thing, but which type of paint or finish is best suited to each individual space?**

## Water-based or oil-based?

Paint can be oil-based or water-based, each offering their own merits. Oil-based paints achieve a rich glossy finish that is attractive and hard-wearing, but can also yellow and crack over time. They have high levels of volatile organic compounds (VOCs), which give off harmful fumes, and require brushes to be rinsed in turpentine. Water-based paints dry more quickly, have low levels of VOCs and are water-soluble, making the clean up easier. And while they don't offer the same shine, they hold their finish for longer.

## The Right Finish

It's important to consider the look you want to achieve as paint offers different levels of sheen, suitable for different areas of your property. The five main paint finishes, varying from low sheen to high, are matt, eggshell, satin, semi-gloss and high gloss. Lower sheen paints absorb more light and offer a smooth finish that hides imperfections, yet are harder to clean. The higher the sheen or gloss, the more durable and washable the surface becomes.

## Interior Walls

When considering your property's interior, opt for either an eggshell or satin finish, as both offer a beautiful soft sheen and are easy to keep clean. Satin is more preferable, however, as it offers increased durability and washability, perfect for those high traffic areas such as hallways, family room, playroom and children's bedrooms.



## Ceilings

For the ceilings, choose a matt finish, as it provides a natural look, creates a sense of space and hides any cracks or faults. Matt is also suitable for other low traffic areas with less dirt, such as master bedroom and dining room.

## Kitchens and bathrooms

Kitchens and bathrooms generally benefit from a satin finish or even better, a semi gloss, which is shinier, extremely durable and able to withstand moisture, mould and stains. The increased shine of a semi-gloss is also ideal to highlight windows, doors, trim and cabinets.

## Exterior Walls

Water-based paints are better suited to outdoor walls as they're flexible and tough enough to withstand harsh elements, without cracking or losing colour. However, they dry more quickly, a consideration if painting in a warm climate. Eggshell or satin finishes are ideal, as both offer an attractive look that is easy to maintain.

## Decks

Decks can be either stained or painted. Paint offers choice in colour, hides any flaws and is easier to maintain. However, it traps moisture in the wood and can eventually crack or peel. Meanwhile, staining your deck provides subtle colour while capturing the timber's natural beauty, protecting it from mould, harsh weather and UV rays.

## Don't forget colour

So much can be achieved through colour. The right tone can create a sense of warmth, make open spaces feel cosy, or smaller spaces feel roomy. Always consider the amount of light in an area as this can affect the final colour. And always try before you buy - paint a little patch on the wall and see how it looks in the space or appears at different times of the day.



# Impressed by Agent's knowledge

The recent successful sale of 94 Sanctuary Point Road shows that even in uncertain market conditions choosing an experienced property team with extensive local market knowledge can tip a sale fast and favourably.

After just one open inspection, three offers were made for this 3-bedroom property and a top result was achieved. Selling for \$630,000, this beautiful Sanctuary Point property sold in just 12 days compared to the area average of 120 days to sell!

So how did 94 Sanctuary Point Road achieve such a fast and favourable result?

"Market knowledge secured this efficient sale," explains Oz Combined agent Ben Collinson. "The seller interviewed four agents before choosing an Oz Combined Realty agent to sell their property. It was our market knowledge that made the difference."

Owners Gavin and Val share more on their decision to partner Oz Combined: "Ben came to our meeting fully prepared with information about local sales trends, market and area analysis and a very realistic approach to what our property would likely sell for. In that respect, he was totally accurate and even correctly predicted the type of person who would buy the property!"

"All aspects of the sale and promotion of our property were clearly laid out and we felt all our questions were answered, and many questions that had not occurred to us were also dealt with," says Gavin and Val.

"Ben kept in touch with us throughout the process and was easily reached

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## **SOLD! by Ben Collinson 94 Sanctuary Point Road, Sanctuary Point**

*whenever we needed to contact him... and Ben continued to make himself fully available to us throughout the final processes."*

*"All of Oz Combined Realty's agents take pride in knowing every aspect of the real estate market, and by doing so, this knowledge leads them to create the best results for their clients."*

**So why is it important to choose an agent with extensive market knowledge?**  
An agent with extensive market knowledge will be able to save you time in the selling process by giving you an accurate market appraisal of your property, which will

reduce time-wasting in the negotiation process. Also they will have a large network of potential buyers which they can quickly leverage to find the right buyer for your property.

Oz Combined Realty's open and supportive approach together with a strong marketing plan is what lead Gavin and Val to secure their perfect buyer and a quick settlement. It is this winning formula that continues to achieve great results for all Oz Combined Realty's sellers and buyers.

**And they are ready to help you!  
Contact their experienced local team today. They are here to help.**

# Selling with

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# Choosing the perfect tile

**There's no doubt about it, tiles look fantastic, whether inside or out, on floors or walls.**

They come in a range of sizes, colours and patterns and are easy to clean and maintain. They're hard-wearing and work well in those high traffic areas that attract dirt and moisture.

But with so many types of tiles to choose from, how do you know which tile goes where?

## Living area

The living room is a space often frequented not just by family but guests as well. It's a high traffic area, susceptible to dirt, so you want a tile to withstand the pressure, while creating a stylish look and feel.

Ceramic tiles are a good option, however porcelain tiles are ideal as they are more durable than ceramic or natural stone tiles. They're very easy to keep clean, they can help keep a space cool and are pleasant underfoot.

Porcelain tiles also come in a wide range of fabulous colours, pattern and textures (even the look of floorboards) so really contribute to the overall chic of the living area.

Other popular choices are terracotta and marble tiles, which are more expensive

but offer natural beauty, elegance and character.

## Kitchen

Ceramic or porcelain tiles are ideal for the kitchen floor, which sees a lot of everyday traffic, as they're practically water non-porous and require no sealing or waterproofing.

Terracotta tiles are also a popular choice and if well sealed and looked after, they're hard-wearing and resistant to stains.

Stone, such as granite, limestone and travertine, also looks fabulous but generally costs more and requires careful sealing and maintenance.

Whatever you choose for the floor make sure it has a non-slip surface, while walls benefit from glossier tiles, which are easy to clean and look after.

And finally, decorative tiles, ranging from a simple subway to bright mosaics can create a stunning splashback, adding colour, style and texture.

## Bathroom

Tiles can add life and vibrancy to the bathroom and being a wet area with a great deal of traffic, ceramic or porcelain tiles are suitable on both floors and walls.

Elegant stone tiles are appealing,

however are more expensive and require sealing and regular maintenance. And as with the kitchen, make sure the floor tile is not slippery and has good grip and use glossier tiles for the walls.

A larger sized wall tile can offer small bathrooms a sense of space and also mean less grouting with much less opportunity for mould.

Meanwhile decorative tiles or mosaics, either glazed or unglazed, can offer contrast and a sense of luxury.

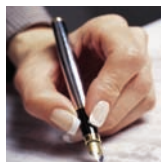
## Outdoors

Porcelain tiles are hard-wearing in all weather types so are ideal for outdoor areas. They are water resistant and require little maintenance and can be continued from indoors to out, creating a sense of seamless indoor/outdoor living. Plus they come in range of designs that can imitate other natural materials such as wood and stone.

Granite is a good choice if you want a natural stone, as it is the hardest option and therefore more durable.

Travertine, slate and sandstone are also popular choices for tiling outdoor areas and patios, while more and more property owners are now opting for concrete tiles, which are durable, stylish and extremely budget friendly.

## 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!

