

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Sold before advertised with outstanding results



Sold by Helena Daniels

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LETTER FROM THE PRINCIPAL

Dear Readers

We are continuing to experience high demand for properties, with some properties selling before they go to market. For more information please see our page 3 story.

If you are considering selling a property please contact us today as we have buyers interested in all areas.

Interest rates are at an all time low, so what does that mean for the property market? Our page 2 story looks at some of the implications.

The Summer holidays may look a little different this year too. It could be a great time to do some renovations, so why not start planning now? Our page 4 story has some ideas to get you started.

Please remember if you are considering selling, buying or leasing property, please give us a call. We have an experienced team with great local knowledge, ready to help.

Kind regards,

Greg Walsh

Principal



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Low interest rates

A positive sign for the property market

The property market is starting to warm up, along with the weather and with interest rates at an all time low, the coming months are looking extremely positive indeed.

After what has been an extraordinary year of unprecedented events, the economy is a little worse for wear and unemployment is soaring. As a result, Reserve Bank of Australia has significantly lowered interest rates to boost the economy and get things back on track. Which is great news for the property market.

Traditionally when interest rates fall, people can spend more money. Those who have been considering buying a property are more likely to go ahead with the decision. Rather than sitting on the fence, they move forward and take the plunge. This might be first homebuyers finally entering the property market, or those wanting to upgrade and move into a bigger property. Low interest rates mean that these prospective buyers can afford to spend more money and are likely to do so.

Secondly, buyers have more borrowing power, which means they can afford to get finance in order to buy their new property. And they can borrow more money than they had anticipated, and so have more money to spend on a property.

As a result, there are many more serious buyers looking to purchase. But this does not necessarily mean that more properties are available. It all comes down to supply and demand. Low interest rates increase the demand for properties, creating a shortage of supply. This increases competition between buyers and a rapid rise in prices.

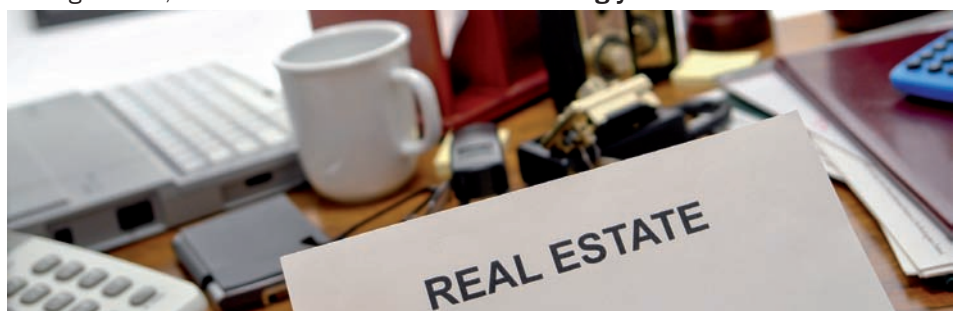
Right now, interest rates are rock

bottom, which makes the outlook an exciting one for the property market. More people are ready to buy, the demand for properties will increase – and so will the prices. The property market is already showing signs of an upward movement, and this is will only improve in the coming months.

The other major factor at this time of low interest rates is the government support now available to first homebuyers. In NSW, those looking to buy their first home may benefit from the First Home Buyer Assistance scheme and the First Home Owner's Grant (new homes) scheme. Some may be able to benefit from both. Match this up with low interest rates and you will see an increase of first homebuyers out there looking to purchase.

So if you want to sell, then now is the time to do it. As market activity increases, agents have the ability to achieve enormous prices for residential properties. And with more people waiting to purchase with their finance ready to go, properties will not only sell for more desirable prices, but also sell quickly, with less time on the market.

Most real estate agents have access to a database of prospective buyers and when the right property presents, they immediately contact those who might be interested. Now, with demand starting to far outweigh the supply, prices will start to rise, as people will be in the position to buy what they want – and ready to pay accordingly.



Properties sold before being advertised

At Oz Combined Realty, buyer demand is at an all-time high, and the team is achieving outstanding results, selling properties for fantastic prices and before being marketed.

Only recently, the agency's Helena Daniels sold 127 Loralyn Ave, St Georges Basin; 5 Walmer Ave, Sanctuary Point; 12 William Bryce Rd, Tomerong, all before being advertised.

Successful sales such as these properties do not happen without hard work, dedication and a proactive approach. And the team at Oz Combined Realty ticks all three boxes, working tirelessly, well before a property is even for sale, to always provide the highest possible level of service.

"We are seeing a lot of buyer activity in the area due to the current property market and record low interest rates," explains Helena.

"As soon as a property is available, our well-maintained database enables us to quickly match potential buyers with the property. Our team is able to contact appropriate buyers who are seriously looking to purchase such a property. This means that sales happen more quickly, perfect for all parties involved. With a strong supply of buyers waiting, the team has been able to achieve some outstanding prices," Helena continues.

Utilising the database in this way has enabled the team to sell many more properties, several of which sold prior to going to market. And this month, the sales are showing no signs of slowing down. In fact, just recently the agency sold 16 properties over a 14-day period, giving a clear indication of just how hard the agents are working and how many buyers are out there waiting.



Properties recently SOLD! by Helena Daniels

Achieving such smooth and speedy sales also comes down to understanding what buyers are actively looking for, and having the ability to match them with the right property. And for that you need, not only strong selling and negotiating skills, but also the ability to communicate effectively. At Oz Combined Realty, agents work hard to contact buyers as soon as an ideal property appears to finalise a sale in the fastest time possible.

However Helena explains that not all buyers are getting that early notification of properties for sale.

"We can only contact buyers who are

on our database, so if you are not on our list, we can't notify you of upcoming properties for sale. If you are looking to buy a property now, I'd strongly suggest that you contact us today so we can add you to our database."

So, if you're looking to sell your property, then get in touch with the professional team at Oz Combined Realty today. With properties continuing to sell at great prices, before even hitting the market, now is the time to take action so you can sell your property with equal speed and success.

Selling with

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Summer Renovation Projects



The Summer break is a time to wind down, relax and enjoy the summer weather. However, it's also time of inspiration and renewed energy, particularly when it comes to renovations. Without pressures of the everyday, the summer holidays are ideal for finally attacking those usually ignored renovation projects. And this doesn't mean lengthy structural work or extensive budgets. There are plenty of short-term renovation ideas that are effective, easy to complete and perfect for giving your property and garden a fresh start to the year.

A lick of paint

There's nothing like a coat of paint to refresh your property interiors. Whether you're simply washing off those dirty scuffs and touching up here and there, or re-painting every wall, your property will sparkle in no time at all. Smaller jobs can be equally effective such as creating a feature wall with either contrasting paint or fabulous wallpaper. Perhaps paint your kids' bedroom doors in a bright new colour to give their rooms a lift. Or paint a section of wall with blackboard paint, perfect for chalking those 'To Do' lists or for keeping little ones occupied over summer.

Fix up the floors

Now is the ideal opportunity to give your tired and worn out floorboards a facelift. Sanding and polishing boards is a fairly quick job that you can have professionally done, or even do yourself. You could also consider other options. Lime washing floorboards or using off-white floorboard

paint can lighten a space enormously and create a wonderful fresh coastal feel. You could also give your staircase a makeover by painting risers in a selection of eye-catching tones, such as strong prime colours or a range of soft candy pastels.

Clean up the kitchen

Naturally, at Christmas there's little time or budget for big jobs such as installing a brand new kitchen. However there are many speedy ways to help refresh your old one. Breathe life back into your splashback by painting the tiles a fabulous new colour. And similarly, transform dated cabinetry by simply painting the front cabinet doors and sourcing stunning new handles.

Revamp your living areas

With Christmas sales at every turn, the summer holiday is the perfect time to jazz up your living spaces. Change furniture around, buy new pieces and re-upholster the worn out lounge and armchairs. Introduce pops of seasonal colour with

decorative pieces or soft furnishings such as throw cushions and rugs. And have new curtains hung or plantation shutters installed, both quick jobs with amazing and stylish results.

Garden makeover

With outdoor living and entertaining on the agenda, why not use the Summer break to completely transform your garden. Weed and mulch existing garden beds or create new raised ones and fill with shrubs, flowers or herbs. Consider planting natives, as they're more likely to endure the summer heat, particularly if you're off on a holiday. You could lay a bricked garden path to give your outdoor area shape, or create that paved terrace you've been dreaming about all year. And finally, invest in stylish outdoor furniture, add twinkling fairy lights to surrounding trees and get ready to enjoy the great outdoors.

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!

