

OZ COMBINED REALTY PUBLICATION - ISSUE ONE HUNDRED

# PROPERTY NEWS

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

# Sold Before Auction



**Agent Resolved Complicated Sale P.3**

**In this issue of Property News:**

- **Planning Reduces Moving Stress**
- **Agent Went Above And Beyond**
- **Maximise Your Summer Selling Chances**

**HUSKISSON & SANCTUARY POINT**



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## LETTER FROM THE PRINCIPAL

Dear Readers,

With tourists flocking into the area there is a really positive vibe that is more than reflected in the interest in local real estate.

Daily our offices field enquiries from buyers new to the area who are looking for properties.

Naturally, the low interest rate environment has a lot to do with it.

The record low cost of mortgage debt is prompting ever increasing numbers to consider their long planned seachange or a first foray into an investment property.

The only real problem is an acute shortage of properties.

Make no mistake, if you have been considering selling - Now is definitely the time to make the move.

Contact us for a free market appraisal. You will be surprised how much your property is worth.

Kind Regards,

**Greg Walsh**  
Principal



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# Reduce Stress When Moving



## Moving house is an exciting experience. But It Doesn't Have To Be Stressful

**Partly because it's a major upheaval in your life, whether your new property is the place next door or somewhere across the country.**

You can however, reduce the stress by taking time to plan and prepare the move. The smoother the transition, the less trauma you should experience.

You'll need to decide whether to use professional removalists or to hire a truck or van and do it yourself. Professional removalists can do all the packing for you, which would save you a lot of physical effort and time.

However, if you can't afford a removalist or prefer to save the money that it would cost, try to be as organised as possible about the way you pack and transport your belongings from one home to another.

### **A few tips include:**

You'll need to begin your packing some time before you move, so start by packing things that you don't use regularly. There's nothing worse than having to rummage through boxes full of items looking for something essential. As moving day approaches, begin packing items that you use more regularly.

Keep one box until last. It should contain the things you will need until the time you move, such as equipment and products for a final clean of the house.

Label each box clearly, indicating its contents and the room where it belongs.

Just in case there is a last minute hitch, pack a small bag with a change of clothes, toiletries and anything else you might need for overnight in case the delivery of your goods is delayed or your moving date changes at the last minute.

If you're doing your own moving, work out the distance you'll have to travel between the two properties and how many trips you will need to make. This helps you to carry out the moving operation as comfortably as possible. Depending on the distance involved, you may decide it is better to do the move over two days rather than trying to settle into your new home at midnight.

**Footnote: In the midst of all the packing and transporting, don't forget to arrange the connection of utilities such as gas, electricity and phone at your new home. It's no fun unpacking in the dark!**

# Pre-Auction Offers Resolved Seller's Dilemma

A Vincentia property was set for a traditional auction campaign, until one of the vendors fell in love with her next purchase that was also being marketed by Oz Combined Realty.

To accommodate the seller's purchase, 16 Calder Close, Vincentia selling agent, Yasmin Keller, was tasked with finding a buyer before the auction date by encouraging offers without hinting at any urgency that could effect the price.

The fact that the property had joint owners, the other owners based interstate, meant that the offers had to meet all expectations.

Yasmin Keller succeeded to the delight of all, doing her job well and to such a high standard that all parties were happy.

The four bedroom, two bathroom property is a quality built, solar passive design offering optimum light and space.

In a prime, sought after location on an 884m<sup>2</sup> block only 500m from the white sandy beaches of Vincentia it offers views to Jervis Bay

The 16 Calder Close, Vincentia seller, Sylvia Browne wrote:

*"Having both bought and sold with Yaz in recent weeks I was pleased with the professional focus Yaz maintained, and the friendly rapport we built up.*

*"Selling my house involved interstate joint owners, and the difficulties and delays this inevitably caused, Yaz handled with grace and a smile.*

*"She worked extremely hard, always kept me informed, and got the results hoped for."*

Yasmin said she goes to great lengths to build rapport with sellers and buyers.



"My aim is to always strive to do my utmost for my clients and get the best results for all parties," Yasmin said.

Yasmin is urging anyone thinking of selling to get into the market quickly.

**16 Calder Close, Vincentia, sold before auction to accommodate a seller who had fallen in love with another property marketed by Oz Combined Realty**



# Sell

with



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# How To Maximise Your Summer Sales Chances

**With spring and summer recognised as the hot sales seasons, sellers should maximise their opportunities for a quick sale.**

Purchasers will be particularly looking at patios, outdoor entertaining areas, landscaping, air conditioning and pools.

First impressions are critical and nothing is more off-putting to a buyer than entering a stuffy, hot house on a 30-degree day, which is why it's important to make your home summer-friendly.

With sunny days and gorgeous blue skies, everything is on display. Flowers will be in full bloom, trees will be fully leaved and yards should be kept as tidy as possible.

Walking through the front door, homeowners should assess the first impressions created and position furniture so that rooms have an 'open' feel. Place fresh flowers in vases and pictures on the wall to give the property extra vibrancy.

Remove any clutter, and while family photos are great, limit them to no more than three.

Be sure to have the kitchen and bathroom spotless and any used towels replaced with clean ones.

Most importantly, ensure any items requiring maintenance have been taken care of such as door handles, torn fly screens, broken window latches, light switches, light shades, leaking taps, doors opening and closing properly and clean carpets.

If you have air conditioning, make sure

it is in good working order and put it on when you are expecting potential buyers to be coming through. If you don't have air conditioning, make sure you open as many windows as you can to let in the fresh breeze and keep windows clean.

The key area of a property during summer is the back yard, where buyers will envisage an area for the kids and a space to entertain.

Australian's love their barbecues in summer and can't go past a good functioning back yard so make sure the barbecue is clean and looks to be in good condition, ensure the lawn is always mowed and presentable, and the landscaping is tidy with beautiful healthy plants that have been well-watered in the days leading up to any inspections.

Make sure your outdoor living areas are clean, tidy and inviting.

On the day of the inspection, give plants a light spray of water for a clean crisp look if water restrictions are not in force in your area.

Home owners should consider hiring or borrowing some plants, especially leading up to the front door.

For those with a pool or spa, be sure to keep them sparkling clean and leaf-free from crystal clear water to clean tiles at the top and bottom of the pool. Make sure any pool equipment is neatly stored away.

Don't forget the fence, gate, paths and decks. These should be thoroughly cleaned of dirt and any cobwebs and free of peeling paint.



## Other tips for selling a property in the summer:

- Schedule inspections for a time during the day when rooms are bright and have maximum sunlight shining in, but preferably not the hottest part of the day.
- When having an open house, limit the number of people in the property at any one time. Too many people may make it appear smaller than it really is and reduce the viewer's potential to see the possibilities of the property.
- Keep pets out of the property during inspections and music at a minimum.
- Get rid of unsightly garden rubbish which detracts from the appeal of your garden. This goes for the garage, old sheds and any outbuildings.

## Oz Combined Realty look after your property as if it were their own!



If you would like to rent your property without the fuss then call our property management team of experts and rest easy!

## We Get Results!

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