

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Sold, Sold Sold

Three Villas, Three Sales, Three Great Prices



Oz Combined Realty's Ben Collinson recently sold, at full asking price or better, three Sanctuary Point units that another agency had been unable to sell in four months.

Oz Combined Realty added yet another delighted seller to their long list of satisfied clients when Ben Collinson, in just six to eight weeks, achieved prices way beyond expectations for Sanctuary Point units that had sat unsold for months.

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- Window Displays Essential
- Units Sold After Another Agent Failed
- The Ins And Outs Of Units

HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

At this time of year the question on everyone's lips is "What will the market hold in store in 2017?"

2016 has been astounding and we are getting an ongoing feeling of confidence from owners and buyers alike.

While some industry observers are predicting a rise in the cash rate at the end of 2017 others are predicting a further cut.

However, none are predicting a change in the short term.

The reality is that we are at an all time record low and the cost of mortgage debt has never been more affordable.

The market's demand is still strong and buyers definitely outnumber sellers.

We are very positive 2017 will be a strong year.

Kind Regards,

Greg Walsh
Principal



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Property Planning Checklist BUYING



EXTERIOR CHECKLIST

- Is the paintwork in good condition?
- Is the building free from pests?
- Are the walls free from cracks?
- Are the roofing, guttering and downpipes in good condition?
- Are paths, fences and retaining walls in good condition?
- Is the garage or carport of an adequate size?
- Is it possible to extend the property for future needs?
- Has the property already been added to?
- Were these extensions approved by Council?
- If there is a pool, does the fencing comply with safety standards?
- Is the pool or spa equipment operational?

INTERIOR CHECKLIST

- Are the walls and ceilings in good condition?
- Remember to check behind furniture, for tears in the carpet etc.
- Is the floor level and in sound condition?
- What exactly is included in the sale price?
- Are any inclusions fully paid for and what is their condition?
- Is the property insulated, both ceilings and walls?
- Is the air-conditioning in reasonable condition?
- Is there good natural lighting and ventilation in all rooms?
- Do the windows and doors open and close properly?
- Are the flyscreens in need of repair?
- Check the number of power points. Are they suitably located?
- Is there a TV antenna and outlet?
- Will my furniture fit into the property?
- Are doorways and passageways wide enough?
- Are the kitchen appliances in good working order?
- What is the state of the bathroom?

High Demand For Lifestyle Property

Low maintenance lifestyle properties are increasingly popular, and knowing this was the secret to Ben Collinson's recent sales successes in Sanctuary Point.

"Long gone are the days when real estate was just about units and houses," Ben said.

"Villas, townhouses lifestyle properties and so forth have been game changers that have opened up a whole new market for a very different style of buyer.

"At Oz Combined we very much pride ourselves on keeping up to date with the market changes in order that we are in a position to identify buyers and target market them," he said.

This ability was very much behind the sale in a six to eight week period of three Leumeah St, Sanctuary Point units.

Advertised at \$349,000 by Oz Combined, they were sold at \$349,000, \$351,000 and \$355,000 - prices very much reflective of Ben's negotiation skills.

The prices are all the more remarkable when it is considered another agency had been unable to sell for an extended period.

Ben marketed the properties to both owner occupiers and investors, promoting the fact they were brand new, free standing villas with a fully fenced yard and a rental potential of approx. \$320.00 per week.

Location less than 5 minutes' walk to the waters edge of St Georges Basin was also a key factor, particularly for retirees.

If your property isn't selling, perhaps you should consider contacting Oz Combined Realty today.

All Three Sold By Ben Collinson Within A 6-8 Week Timeframe



Sell with **Oz**

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Termites spell T-R-O-U-B-L-E!

Tiny insects prove that size doesn't matter when it comes to causing costly damage

When buying a home, it's essential to make sure you're not also buying termite trouble.

Whether the property is new or old, you should have it inspected in case the pesky little critters have already taken up residence.

That's because, as well as having the potential to cause massive damage to a home, these tiny, white wood-eating insects represent a financial minefield for the property owner. They cause more damage to Australian homes each year than storms, floods and fires combined – and the damage they cause is not covered by insurance.

Because of this, it's vitally important to check for termites before you buy and then to take steps to reduce the risk of termite invasion once you're the owner of the property.

First, check with the local council to find out if the area is termite-prone. Then, although it's unlikely that you'll see termites while inspecting a home, you can keep an eye out for some of the tell-tale signs of their presence, such as tiny holes

in wood, small piles of wings on window sills, counter tops or floors, wood shavings, sagging doors or bubbled paint.

As well as doing this, however, and whether the home you're considering buying is timber or brick, it's advisable to arrange an inspection by a qualified pest inspector. If there is already extreme termite damage, you may decide it's not worth buying. If the damage is not serious but termites are shown to be present, depending on your situation this could change your position.

Even if there is no sign of termites, once you have bought a property you should take some simple steps to reduce the risk of future invasion problems, such as:

- Remove the roots of old trees, and tree stumps, from around the home
- Don't store firewood against the home
- If you find termites, don't spray them. Call an expert to deal with the problem.

Ask your pest inspector about the application of physical or chemical barriers to stop termites from penetrating the building

Have your property inspected for termites, preferably once a year but at least every five years. This will probably cost a few hundred dollars but it is money well spent when you remember there is no insurance cover for termite damage.

Pest and Building inspections by licensed qualified experts are always recommended before buying.

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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