

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Sold In One Day



Oz Combined Realty's Loren Keller recently sold this waterfront home on Walmer Avenue, Sanctuary Point, in just one day and at full asking price.

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- **Waterfront Properties in high demand**
- **Traps to managing a rental property**

HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

In the last edition of Property News we asked the all important question, "What will the market hold in store in 2017?"

Now we have the answer. No sooner does the year kick-off and Oz Combined Realty have sold numerous properties, which backs up our experience that good quality homes are in high demand.

In the real estate industry it takes years of hard work to build up a database of potential buyers. Oz Combined Realty has successfully done this.

Oz Combined Realty knows what it takes to facilitate a good outcome for a home owner who needs their property sold ASAP.

If you are considering selling, then give us a call, we can help.

Kind Regards,

Greg Walsh

Principal



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Setting the Stage

First impressions can make all the difference as to whether the "For Sale" sign in front of your house becomes a "Sold" sign after an inspection.



For that reason you need to set the stage for purchasers, so that they can imagine themselves living there.

This is where some home staging tips can help you and give you a more competitive edge in the market.

"Home staging" refers to the knack of preparing a house for sale so that it still looks homely and comfortable but doesn't have such a strong personal stamp on it that potential buyers feel they wouldn't belong there.

That doesn't mean launching into expensive interior decorating. In fact,

home staging is really the opposite. While interior decorating involves dressing up a house so that it has personal meaning for the owners and reflects their own tastes and interests, home staging refers to removing the strongly personal element from a home while helping it to appeal to the broadest possible range of buyers.

In addition to the usual preparation for sale, such as keeping the home clean and tidy, and ensuring there is as much light and air as possible, home staging involves two main points of action.



DECLUTTER

This refers to removing your 'personal footprint.' If you have lots of family photographs, ornaments, souvenirs, children's drawings and such things throughout the house, take most of them away. Sporting trophies, personal hobby materials and most of your books can be stored in boxes until you set up in your new home. If you've turned the study into a craft room, clear it up and turn it back into a study while the house is on the market.

CREATE SPACE

This is another form of decluttering but relates to the interiors of drawers, cupboards and any other storage you have. People often look in cupboards when inspecting a home and if they find them filled to bursting they will assume there is not enough storage space. Give things away, sell them or store them elsewhere, so that you have well presented cupboards and even a few empty shelves here and there.



Waterfront Properties in High Demand

Oz Combined Realty's Loren Keller exceeded expectations by selling this waterfront property in just one day, in an area where the average property is on the market for over ten days.

The sale of 109 Walmer Avenue was not the only home that Loren Keller has successfully sold to happy buyers this new year.

With three properties sold on the same street, Loren Keller has confirmed that waterfront and water view homes are currently in high demand.

In turn, each of these three properties were sold in the first week of being on the market and at the full asking price.

Oz Combined Realty has stated that there is a long list of buyers looking to purchase homes within the Sanctuary Point area.

This demand has affected the median price of properties in the locale, as the selling prices have dramatically risen in the last three months.

Whilst the Sanctuary Point area is enough to excite buyers, Oz Combined Realty's Loren Keller has expressed the importance of presentation when selling homes in this area. All three homes sold on Walmer Avenue were well presented and well maintained.

"109 Walmer Avenue is a waterfront reserve property that was impeccably presented, with a lot of focus taken on



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the details. The large block had well established gardens and was very well maintained," said Oz Combined Realty's Loren Keller.

The well-presented, waterfront home sold for the full asking price..

Loren has stated that the property sold due to its' impeccable presentation, expert agent skills, as well as the high demand for the lack of properties within

the area.

There has been an influx of buyers to Oz Combined Realty, with a vast amount of those looking to purchase new waterfront properties.

Sellers are encouraged to list their homes with Oz Combined Realty to access their long list of keen buyers, along with their highly skilled and experienced agents.

Sell with **Oz**

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Traps to managing a rental property

Long-term landlords will tell you that a good Property Manager is worth their weight in gold



“Surely it can’t be that complicated?” asked a potential landlord who was considering using a Property Management Service.

Having decided to rent out their property themselves, it wasn’t long before they returned to the Property Management Team to help them get their investment back on track.

In the land of Utopia, renting out property seems straightforward, with every tenant paying their rent on time. The thought of a troublesome tenant is a myth.

Having managed numerous rental properties over the years, our Property Management Team can tell you that the land of Utopia does not exist, and that every cent spent on having a property professionally managed can mean the difference between your investment making a profit or loss.

If you don’t believe me, let’s have a look at three traps do-it-yourself landlords have problems with when it comes to managing tenants:

Firstly, failing to ask for a bond

This is a security deposit held in case the tenant doesn’t meet their obligations in maintaining your property to a reasonable standard, or damages the property.

Like the saying, “You can’t judge a book by its cover,” it can be very easy to misjudge tenants. Often it is found that those who many would consider to be tenants of outstanding character, leave rental properties in a state that resembles the inside of a garbage truck.

Unfortunately, you just can’t tell who will stick by the rules, and who won’t. At least when you have a rental bond in place, when the tenant leaves you have the security of four weeks rent to offset any liabilities created by a tenant.

Secondly, not having a lease

This is a legally enforceable contract which spells out all the terms both the landlord and tenant have agreed to. It is a safe-guard for both the landlord and the tenant.

Without this type of contract, if anything goes wrong and the tenant disputes the claim, it is the landlord’s word against the tenant as to what was agreed upon when entering the tenancy.

The absence of a Tenancy Agreement leaves a landlord open to potentially going down the road of litigation and an expensive solicitors bill, in trying to rectify the problems caused by the misunderstanding between landlord and tenant.

Thirdly, interpretation of Tenancy Laws

Each State is governed by its own Property Management Laws and can change without notice from time to time.

With a proper professional Property Manager on the case, they are always up to date with changes in legislation and how they apply to both tenants and landlords alike.

However if you decide to manage your own property, by the time you can find out changes to legislation it can mean facing fines or penalties simply because you did not act quick enough to make changes.

These three traps are just a few of things that need consideration before self-managing a rental property.

If you speak to long-term landlords who own a number of properties, they will tell you that a good Property Manager is worth their weight in gold, freeing them up to enjoy the benefits of their investment without the day-to-day hassles.

To discuss your options when it comes to managing your rental property please give our Property Management Team a call as they are available to help you make the most of your investment.

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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