

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

AUCTIONS PRODUCE AMAZING RESULTS



Why are huge crowds attending each and every Oz Combined Auction? See page 3 for their secret to a winning Auction!

In this issue of Property News:

- Making the move
- The key to attracting people to Auctions
- Tax planning - Part Two

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LETTER FROM THE PRINCIPAL

Dear readers,

There is not a week that goes by when I get stopped in the street and asked why our auction campaigns are so successful. We consistently attract large crowds, filled with buyers to our Auctions.

Some of our competitors will tell you that it's all down to the market. Well there is no doubt that a good market helps, but if it was as simple as that, all agents would be getting similar results.

So in this month's newsletter, we are devoting these pages to share the real reason for our auction success.

To put it simply, our success with auctions starts with hard work and finishes with hard work!

Kind regards,

Greg Walsh
Principal



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Making the **MOVE**

How to stop the stress and strain when shifting house

By following these simple steps you can make the moving process simple and as stress free as possible.

You have sold your house and have signed the papers on your new home. But with all the excitement it is easy to forget about the gruelling task that now lies before you.

Suddenly you grasp the reality of the situation – for the next few weeks you will be drowning in a sea of old newspapers,

bubble wrap and boxes.

Moving house is one of the most stressful times in a person's life, so how do you make sure the process is as pain-free as possible?

To avoid the tears and heartbreak, this report will reveal what steps to take when making your move.

1. Go through your belongings thoroughly to reduce the number of items you have to pack.

You don't want to drag boxes full of junk to your new home, so get rid of the excess before you leave.

Have a garage sale, take old clothing and bric-a-brac to the markets or donate items to a charity.

2. Decide on whether you want to hire professional removalists or do the job yourself.

If you decide on the professionals, make sure you call at least three companies for estimates, so you can compare prices. If you decide to do the job yourself, recruit friends and family to help out on moving day.

3. Inform the appropriate people that you are moving and provide a forwarding address.

Contact your utility companies (gas, electricity, water and telephone company), tell them you are moving and sign up the services to your new address.

4. Make sure your family and pets arrive at your new home safely.

Make travel arrangements for your pets and if you are driving and

ensure you get your car serviced before you go.

5. Important items should always travel with you.

These items include the keys to your new home, the telephone number of the moving company, documentation related to the sale of your home, your insurance policies, any important personal records and documents, photo albums and back-up copies of important computer files.

6. How do you prevent your old home and your new home from being damaged in the moving process?

When moving furniture, pad the corners and stairways and protect the floor coverings from grubby footprints by laying down old sheets in the entry and hallways.

7. What do you do when you and your furniture have arrived at your new home?

Show the movers where to place the furniture and unpack any valuable items as soon as you arrive. Then take the opportunity to drive around the neighbourhood to orientate yourself with your new area.

What's the key to a successful Auction?



What is the secret to a successful auction in the Jervis Bay area?

Depending on who you speak to the answer could be, "It's just the property market at the time." Or "It's the right time of the year to sell." Occasionally you might hear "The agency worked really hard to make it a success."

Oz Combined Realty's Principal, Greg Walsh and his team have had a run of successful auctions over the years. Their auctions have had a great success rate, with six out of the last seven resulting in a sale by the Oz team. One was sold prior to auction, and the others were all sold under the hammer and well above the reserve price.

The last three properties sold by auction all utilised their well honed auction marketing system:

146 Kerry Street Sanctuary Point
11 Beach Street Huskisson

1/33 Hawke Street Huskisson

The auction marketing system is proving so successful that the auction of 11 Beach Street, Huskisson, set a record price for residential and commercial properties in the Huskisson area.

What is their key to their success in auction marketing?

"Although people see the crowds and the successful results, they think that is just the way the market is", said Greg Walsh.

"But as reality has it, the cold hard fact is there is a lot of hard work and determination that goes into our Oz Combined Realty Auction campaigns.

"Whether we are auctioning or selling with a price, our team goes above and beyond what is expected and that is why we get the results .

"Other agents from the area turn up to our auctions, I guess to see how we

achieve success after success – but all that they will see is the end result. All the hard work for the Auction has already been done. Right from the beginning the Oz team is working to get a terrific result for the client."

Greg also said, "Auction is only one method of selling. I would suggest that you speak with us first about which method would get the best result for your property."

After speaking with the Principal Greg Walsh it is obvious that the team at Oz Combined Realty really enjoy doing a great job for their clients.

If you are considering selling your property, maybe you should consider an Oz Combined Realty auction campaign to get the best result.

To find out more please contact the Oz Combined team at 02 4441 6033 and let's talk about selling your property.

Auction

with



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Tax Planning for Your Investment Property and Depreciation



Part 2 - Our Annual Tax Planning Guide for Landlords

In this special report we examine Tax Depreciation on your Investment Property.

It is wise to get in as early as possible and acquire a report for your investment property to ensure you minimise your tax. Using your property agent and an accredited quantity surveyor to do the hard work for you is the best course of action to maximise your deductions.

You require a property report in order to ascertain how much you can claim with regards to depreciation. Depreciation is a tax deduction available to property investors who earn an income from their properties.

Unlike usual deductions, depreciation is considered a 'non-cash' deduction. So rather than a deduction for money you have spent, it is to account for wear and tear to the property over time.

Depreciation is divided into Plant & Equipment and Building Allowance.

Plant and Equipment

This includes things like ovens, dishwashers, carpet, blinds, air conditioners etc. So items that are used in a property and can deteriorate or break over time.

Building Allowance

Building allowance pertains to the

building itself so roof, tiles, slab etc. Building allowance applies to buildings and renovations that were commenced after July 1985. This allowance involves construction costs of the actual building as well as improvements.

Is Depreciation only for new properties?

For newer buildings, depreciation claims can be quite extensive. But even if you own a home that was built before 1985 then it could still be worth depreciating. There is still some value for the plant and equipment.

Plus you are entitled to claim for renovations done after July 1985 even if they were completed by previous owners.

Calculating Depreciation

There are different ways on calculating depreciation which are the prime cost (or straight line) method or the diminishing value method. You can search for a property tax depreciation calculator online to give you an estimate.

Why you should hire an expert

While there are some DIY options available, it is wise to obtain an accredited quantity surveyor that specialises in depreciation to prepare a comprehensive depreciation schedule to ensure you receive every cent you are entitled to.

If you do it yourself you may miss some crucial aspects which will lose you money, not just in the coming financial year but for many years to come.

A quantity surveyor will ensure that everything is covered and that you are within ATO guidelines. The report they prepare can calculate depreciation over 40 years using both methods, so one report can last a long time, assuming no changes are made to the property.

Also enlisting an experienced property agent to do a report of all the inclusions in the property is beneficial. When calculating depreciation there may be items that you might not think of. For examples a percentage of common areas could be claimable as well as things like car park and security assets. Your property agent will know everything to include.

So in order to minimise your tax, start thinking now about obtaining reports from an experienced property agent and quantity surveyor and you could save a lot of money.

This is general advice only. Contact your accountant for advice specific to your circumstances.

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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