

# PROPERTY NEWS

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

## SOLD IN TWO DAYS ABOVE ASKING PRICE



**Why did this local business owner decide to sell his property with Oz Combined Realty? See the story on page 3.**

**In this issue of Property News:**

- Getting ready for an Open House
- Why a local business owner sold with Oz
- Being a landlord - a way to property ownership

**HUSKISSON & SANCTUARY POINT**



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## LETTER FROM THE PRINCIPAL

Dear readers,

In this month's newsletter we look at what made the owner of The Point Pizzeria decide to sell his property with us. A decision that resulted in a great outcome.

We also provide some handy hints for getting your property ready for an Open House. First impressions are so important, it is always worth putting in that extra effort.

In today's market, the option of buying an investment property is much more achievable than buying their first home. We look at some of the practicalities to think about if you are considering taking that approach to entering the property market.

Our local market continues to be strong, so if you are looking to buy or sell a property, contact us today.

Kind regards,

**Greg Walsh**  
Principal



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# Getting ready for an Open House

## There's nothing like the prospect of guests to inspire a whirl of house cleaning.

And when you're opening your property to an unknown number of people, one of whom you hope will buy it, there's even more reason to get out the vacuum, duster and household cleaners and get ready for action.

As well as cleaning your home, you will want to ensure it is inviting to purchasers. So, while you need to make it as appealing to them as possible, you should also remove some of the personal touches, such as family photographs, sporting trophies, holiday souvenirs, children's drawings, appointment reminders and paraphernalia on the fridge.

In addition to removing most of your personal items, it's also a good idea to declutter your home. You've probably arranged your furniture for your family's comfort and convenience, but now it's time for a change. Clear counter tops and remove some furniture to make your rooms look more spacious. Try to take at least one piece of furniture out of every room, and rearrange what's left to provide



the best effect. It's even worth considering putting some furniture into storage to improve the appearance and to make it easier for people to envisage themselves living there.

As well as being fresh and clean for the inspection, your property should also smell that way. Try to keep fresh flowers throughout the house. Room fresheners can also be used, but keep them in inconspicuous areas, so that people don't wonder what you're trying to hide. If you have pets it is advisable to keep them outside or even get friends to take them for the day. Potential buyers will not necessarily love them or their fragrance as much as you do, and might even be allergic to them.

It's a lot of work but it's worth the effort to make your home clean, sparkling and ready for inspections.



# Quick buy & sell for local business owner

When the owner of The Point Pizzeria in Sanctuary Point purchased the vacant block at 176 Links Avenue, Sanctuary Point for the asking price of \$220,000, he knew Ben Collinson would do a stellar job at selling his property at 21 Carmel Drive, Sanctuary Point.

Ben Collinson impressed him so much with his negotiation and communication skills that he decided to sell his property with Oz Combined Realty.

The local business owner takes great pride in his pizzeria. Making pizza is like an art – a tasty, cheesy, comforting creativity that puts smiles on people’s faces. It’s a skill that he’s gained by putting time and effort in to developing. Now, that skill is his passion. He recognised the same skill and passion in Ben.

He decided to go with Ben as his selling agent and that decision has proven to be a profitable one.

After only two days on the market, Ben sold the Carmel Drive property for above the asking price.

The three-bedroom, two-bathroom home sits on a 690m2 block of land just minutes drive to St Georges Basin and within walking to shops, schools and parks. The family home was marketed for a fair price and was a well-maintained home in a good area.

**It may sound like a property like this would sell itself but it was Ben’s expert negotiation skills that not only sealed the deal, but got an extra \$10,000 above**



**The efficiency of Ben Collinson in the purchase process of this vacant block, lead this local business owner to sell his property with Ben. He was not disappointed. Ben sold his property after two days on the market, and above the asking price.**

**the asking price. This is the kind of result that makes people happy.**

Properties in the Sanctuary Point area stay on the market for approximately two to six weeks. So a sale after only two days was a spectacular result for the owner - it was a win win for everyone involved.

Sanctuary Point is a great region for its laid-back, outdoor lifestyle and its close vicinity to Jervis Bay. Property consultants like Ben at Oz Combined Realty are committed to getting the best results for new residents and longtime locals.

As this local business owner found out, an extraordinary real estate agent will achieve extraordinary results. Oz Combined Realty’s motto is ‘We Get Results’ and their track record proves it.

**Are you looking for extraordinary results for the sale of your property? Median prices in Sanctuary Point are on the rise so why not take advantage of a strong market. Contact Ben Collinson at 02 4443 3222 to talk about listing your property.**

**Get Results** with



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# Becoming a landlord can be your entry point to property ownership



**How can you get a foothold in the property market if prices keep on spiralling up the way they are?**

**Why are so many Australians missing out on fulfilling the Aussie dream of owning their own property and what can they do about?**

Unfortunately, in many parts of Australia the thought of buying your own property is out of reach of many young people entering the real estate market for the first time.

Even though these people have saved and given up many luxuries to put together a deposit and raise the finance to enter the property market, they are finding their dream home is out of reach as property prices keep spiralling skywards.

**But buying your first property is only one approach to ownership and in this article we are going to share another alternative that will enable you to get a foothold in the market and could down the track lead to a greater chance of long-term wealth.**

We would like to suggest that you change your focus and consider becoming a landlord instead.

This may mean you may have to continue living at home with relatives or renting for several years to come.

**Why should you become a landlord?**

11 years ago, a mate of mine – let's call him Richard for privacy reasons - decided to take his deposit for a family home and use the finance he was able to arrange to purchase two small investment properties.

The two villas he purchased, were already rented to long-term tenants and gave him an immediate source of rental income to pay off his loan with the bank.

11 years later, both of those villas have been paid off and provide him with an income stream for life.

Richard did not stop there, once he had built up enough equity in these two investment properties he borrowed more money and purchased several more investment properties.

At current count, Richard has a portfolio of investment properties covering several states. Not once has he had put his hand in his own pocket to pay off the various loans he has acquired to build his portfolio of properties.

**What about his dream family home?**

To this day he is still renting a property to call home. But the return on all these investments has allowed him to rent properties out of the reach of any of his friends. Richard is living a millionaire's lifestyle thanks to shrewd investment

decisions. He has calculated that in another 10 years he will be able to buy a home of his choice with cash and no mortgage thanks to being a landlord.

**How can you apply this?**

It is not possible in this article for us to give you a step-by-step plan that would enable you to replicate the success of my friend Richard. Everybody's financial position is different and we would suggest you speak with your accountant or financial adviser to see if this strategy of becoming a landlord is a good fit with your situation.

**However, as a starting point we would also like to suggest you also speak to our property management team and they will be able to give you an idea of the types of properties people are renting in our area. Then our sales team may be able to show you some investment properties that suit your budget and fit your plans.**

## 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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