

# PROPERTY NEWS

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

# UNIQUE PROPERTY SOLD IN 7 DAYS

***"I am still in shock with the speed in which Yasmin sold the property"***

*Owner, 12 McArthur Drive, Falls Creek*



For full details **SEE PAGE 3**

**In this issue of Property News:**

- Preparing your home to sell in Spring
- Unique property sold in 7 days
- Is your agent up to scratch?

**HUSKISSON & SANCTUARY POINT**



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## LETTER FROM THE PRINCIPAL

Dear readers,

Sometimes a unique property comes along requiring an agent who has a large qualified buyer database at their fingertips. Having such a database available to her enabled Yasmin from Oz Combined to more than meet the expectations of the owner of 12 McArthur Drive, by selling the property in 7 days for \$810,000. To find out more about this sale, see the story on page 3.

Spring is here. If you are thinking about selling your property, our page 2 story has a few tips for preparing the inside of your property.

Finally, in our page 4 story, we ask the question, Is your agent up to scratch? As our feature story illustrates, having the right agent on the job is key. Call us today at Oz Combined if you are thinking of selling your property.

Kind regards,

**Greg Walsh**  
Principal



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### **With Spring now here, it is the perfect time to think not only about selling your property, but how best to prepare and display your property to the greatest effect.**

By taking a few simple steps you can ensure the inside of your property stands out from the crowd.

#### ***Bring Spring inside Your Property***

Spring is associated with bright colours and freshness. Give your property a spring makeover by adding towels, cushions and other linens in bright colours. It can be relatively inexpensive to buy some new towels or a couple of scatter cushions, yet the effect will be instantly uplifting.

Take the opportunity to air out your property, especially if you have had it closed up over winter.

During inspections keep your property smelling fresh through aids such as fresh flowers or alternatively use an ultrasonic diffuser with some crisp citrus essential oils to evoke spring. Try and avoid artificial air fresheners if possible, as some people can be sensitive to the fragrances.

#### ***Steps to Making Sure All Is Clean***

It may seem obvious but they call it spring cleaning for a reason! It is the perfect time to give your property a once over. A clean, well-presented property will be instantly more attractive to potential buyers.

Walk through your property and check for any areas that may have been neglected over winter. In kitchens and bathroom make sure everything is spotless and shining. You may even want to think about changing some fittings for an easy, bright update.

Remember to clean windows and doors and don't forget the blinds and curtains. Flooring too should be repaired if necessary and spotlessly clean.

It may be that your walls are beyond a

good clean and may need a coat of paint. If it is something you can do, then consider re-painting in neutral tones.

#### ***Good Idea To Declutter***

You may have heard the advice to declutter and de-personalise your property when selling and the reason is that it really can help! Rooms crowded with furniture and objects are instantly off-putting. Buyers want to be able to visualize themselves in the space, imagining how their taste and personalities could be incorporated.

So give them a clean canvas. Keep furniture and objects on display to a minimum. If you need to, then consider renting a storage unit for the duration of the sale for excess furniture and belongings.

Ensure all cupboards and wardrobes are neat and tidy. Some people will look and a mess can suggest that there isn't enough space for everything.

#### ***What Repairs Need Doing?***

Inspect your property from top to bottom and note anything that needs fixing. Make those small repairs you have been putting off. Potential buyers may react negatively if they think repair work is required.

#### ***Conclusion***

It is important to ensure your property appears welcoming, open and bright. If you can appeal to as many people as possible, chances are your property will sell quicker and for the best possible price.

If you are thinking of selling this Spring then talk to our team for more advice on how best to present your property.



# Unique Property Sold in Seven Days



**When it comes to putting your house on the market, your choice of real estate agent is vital. Naturally, you hope for the best possible outcome, however by choosing a highly experienced agent, you will not only achieve this through a smooth and stress-free process but also gain a sale result that far exceeds your expectations.**

This was certainly the case for Julie Bosnall who approached Yasmin Keller from Oz Combined Realty Huskisson to sell her father's home, 12 McArthur Drive, Falls Creek.

This quality-built homestead, set on a beautiful and very private 5.3 acres, had much to offer with the luxury of four bedrooms, two bathrooms and multiple living spaces, both indoors and out. An ideal family home or fabulous holiday retreat, the fully fenced property with its single-level, classic style home, presented enormous potential – but only

if an agent could attract the right crowd.

The team at Oz Combined Realty Huskisson knows only too well the essential role that time plays in the final outcome of a sale. Yasmin immediately contacted her many clients, who would be interested in such a rare opportunity.

After only seven days on the property market, seven inspections and one offer, Yasmin secured a successful sale. An excellent job, considering that the average time it takes to sell in the area is 90 days. And to top it off, the property sold for \$810,000, an amazing amount, well above the average house price in the Falls Creek area.

**Julie Bosnall says, "I am still in shock with the speed in which Yasmin sold the property, proof that an agent who knows their stuff can get the job done."**

The expansive property included a picturesque dam and park-like surrounds.

Yasmin's experienced and professional approach achieved a fantastic outcome for this unique property in a short amount of time – and Julie was thrilled.

The choice of agent can help or hinder the sale of your property and the team at Oz Combined Realty will certainly help. With honesty and can do attitude, not to mention vast market knowledge and experience, Yasmin managed Julie's situation with great efficiency and success. Fortunately for Julie, she chose the right agent and it made all the difference.

**As Julie says, "The property was unique and only a professional agent would be successful. Yasmin managed our specific challenges really well. I would not hesitate in recommending her to anyone wishing to sell their property."**

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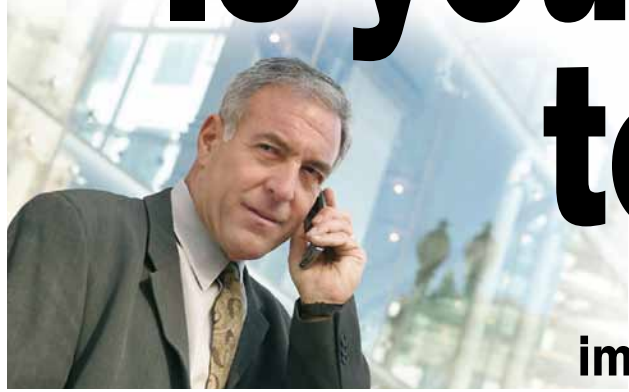
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# Is your agent up to scratch?



## Why is selecting a good agent so important when selling your property?

So, you have decided to make the move but what do you do next?

You want to sell your property for a good price in the fastest amount of time.

But how do you make this happen?

You may believe that the first potential buyer that walks through your door will immediately fall in love with your property and ask where to sign.

However, this is rarely the case.

What you need to do next is find a real estate agent who can utilise their marketing expertise and industry knowledge to get you the fantastic results you deserve.

**How do you select an agent who will make selling your property as simple as possible?**

A real estate agent's role is to help you achieve your aims in the most efficient manner possible.

Your real estate agent should provide you with advice on what the market may pay for your property and

how to effectively reach any potential purchasers.

**Why is it important for your real estate agent to have an excellent database of contacts?**



With the average homeowner purchasing once every seven years, a satisfied customer will return to the agent that helped them successfully buy a property the last time.

A long-term relationship in real estate between both buyer and agent means a great deal when you are looking to sell.

If your agent has a potential buyer in mind, then a sale can happen very quickly.

Before you decide on who to sell your

property with, you need to ask yourself one question – does this agent have the contacts and client database to make a sale possible in the shortest period of time?

**What other attributes should your agent have?**

Honesty and a dedicated attitude are essential qualities you want in your real estate agent.

They should be open about the process and be willing to keep you fully informed throughout the process.

Choosing your real estate agent is integral in making sure the selling process is a happy one as making the wrong decision could end in heartache.

**It is important to do your homework and appoint an agent who has a good track history, an extensive database of clients, a genuine approach to selling your property and is dedicated to getting the best results for you.**

## Is your INVESTMENT PROPERTY receiving a premium service?

Owning an investment property should be rewarding and therefore choosing the right Property Management Team is a big decision. Oz Combined Realty believe that maximising their client's investment returns with minimum hassle is vital.



Call Us Today, Great Results Can Happen

*We Get Results!*



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