

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

OZ COMBINED REALTY LENDS A HELPING HAND



Oz Combined Realty achieves top result

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In this Issue of Property News:

- Holiday safety tips for your home
- Setting the standard in property sales
- The rental market crisis

HUSKISSON & SANCTUARY POINT



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A letter from the Editor

Dear Readers,

Now that holiday season is with us again, it's time to remember loved ones and just how important the family home is to us all. Oz Combined Realty would like to take this opportunity to thank all our clients and friends for their loyalty and referrals throughout the year.

If you are planning to buy a home, weigh carefully just how much you can afford. Don't commit yourself to borrowing more than you can manage. Instead, be prudent and stay well within your financial limitations.

If you are selling, listen carefully to your estate agent's advice and be prepared to consult several agents to be sure you are being guided sincerely and wisely. Remember, for most of us it is the most important asset we own and it is not to be treated lightly.

Kind regards

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Keeping your home safe over the holidays!

Don't let thieves ruin your family's break!

The holiday season is a time to relax and enjoy a well earned break - but there is nothing more devastating than returning home after a fabulous family holiday to find you were the victim of a burglary.

In this article we outline some ways you can ensure your home stays safe and secure and you can relax while you are away on holidays.

- Let friends, family and neighbours know that you will be going away and make sure you supply them with a contact number in case of an emergency.
- Organise for a friend or neighbour to collect your mail and newspapers and bring in your rubbish bin. If you are going to be away for longer than a week, put your newspaper delivery on hold and organise the post office to hold your mail until you return home.
- Before you leave, take the time to examine your home from the street to make sure no valuables, electronics or artwork are visible from the outside. If you can see your belongings from the street, so can possible intruders.
- At various times throughout the day and night, set timers on lights or the television, to give the appearance that someone is home and keep some curtains and blinds open so your home doesn't look too 'locked up'.
- If your holiday budget can stretch a little further this year, it pays to install security or sensor lighting around your home.
- Make sure your lawn is mown and hedges are trimmed back before you leave. If you are going to be away for a few weeks, it may be a good idea to organise for a gardener to keep the yard looking well maintained.
- Unplug computers and other electrical appliances that could be damaged in the event of a power surge.
- Clean out the fridge before you leave and make sure all perishables are disposed of, so you are not greeted by a foul smell on your homecoming.
- Never leave a message on your answering machine saying that you will be away on holiday. It is also advisable to check your messages as often as possible while you are away.
- If you have a security system installed, advise your alarm company that you will be away and provide alternate contact information in case you cannot be reached.
- Make sure all windows and doors are locked securely before you get in the car - doing a double or triple check will ensure your mind is at rest while you are enjoying your holiday.



Happy and Safe Holidays!

When it's time to sell, call for a helping hand

Oz Combined Realty setting the standard in Huskisson, Sanctuary Point and surrounding areas

How's this for a success story! Yasmin Keller in Huskisson has just sold a home in Vincentia for a great price after only a short time on the market.

Oz Combined Realty sold 67 Minerva Avenue for an excellent price after it had been for sale for only five weeks.

Sales consultant Yasmin Keller told Property News she was delighted with the result. "This sale is one of the latest in a string of successes that have underscored the fact we are the market leaders in Huskisson, Sanctuary Point and the surrounding areas," she said.

"I attribute the success of this sale partly to the vendor's presentation of the property. It was a credit to her. The low maintenance property was in pristine condition. Set in an excellent location in Vincentia, it was the perfect opportunity for someone to own a very tidy two or three bedroom cottage in a sought after location.

"There was an open plan living and kitchen area and the sunny north-facing backyard offered views of Jervis Bay," Yasmin said.

"Only a short stroll to one of the best golf courses on the south coast and some of the finest beaches in Australia, this was a great property set on a beautiful garden block in a quiet location.

"We had 12 inspections of this home and three offers. I think the point about this sale is the high standard of presentation. Good presentation is so important. First impressions are a major factor in real estate, therefore vacuuming and dusting just isn't enough," she said.

"The vendor was particularly pleased with the way we handled the sale. She is moving to Coastal Waters Retirement Village and needed to deal with someone she could trust, who could guide her about the best way to market the property.

"We took care of everything we could on her behalf so she didn't have anything unnecessary to worry about. It's important for people who are settling down to enjoy the sunset years of their life to feel secure, that they are in the hands of someone who is reliable," Yasmin said.

"We certainly demonstrated that and would welcome anybody in a similar position approaching us so we could help them. Real estate isn't just about property, it's about people and it's important to us that we play a responsible, caring role in the community."

So, if you are planning to deal in real estate in Huskisson or the surrounding areas then contact Oz Combined Realty for the best advice on how to buy and sell.



for creating the perfect first impression

- Remove stains and sweep carport, driveway and pathways
- Repair or replace torn flyscreens
- Clean and repair gutters
- Paint the fence, gates and letterbox if needed
- Touch up paint on walls, window frames and shutters
- Remove cobwebs
- Clean exterior light fittings and replace broken globes
- Clean all windows
- Mow lawns, trim hedges and lawn edges
- Weed gardens and plant new plants
- Remove dead fruit from the lawn
- Store the hose out of sight
- Ensure your house number can be seen from the street
- Clean pool
- Ensure the home is 'clutter free'.



2 LOCATIONS OPEN 7 DAYS

HUSKISSON

SANCTUARY POINT



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We Get Results!

Agents seek quality rental properties

Oz Combined Realty has qualified tenants seeking homes

The lack of investment properties has created a crisis in the rental market, with vacancy rates at an all time low.

Until the recent rate cuts many investors were wary of investing in property. The high interest rates also precluded many first homebuyers from purchasing and they continued to rent. As a result a serious shortage of rental properties has arisen with vacancy rates as low as one per cent being reported in some parts of the country.

Even though the Reserve Bank of Australia has cut interest rates and incentives for first homebuyers have now been boosted, the lead-time before the situation will be corrected could be years – not months.

Because of the shortage, Oz Combined Realty is urgently seeking more investment properties to meet the demand from qualified renters anxious to lease a home.

A highly professional agency, Oz Combined Realty commands an impressive rent roll with hundreds of landlords on its books. Over the years it

has attracted many landlords, some with extensive property portfolios, because they are renowned for their high standard of property management.

Greg Walsh of Oz Combined Realty told Property News that for the first time in years the agency was experiencing a very low vacancy rate.

“We have qualified renters on our books who simply cannot find a home. The moment we have a vacancy we notify them and invite them to view the property. The problem is we just don’t have the stock to meet demand. As such we are seeking more investment properties, landlords who have properties they want to lease but who want to be assured they will be properly managed.

“We have a professional, highly experienced team who will appreciate the value of their asset and how important it is to ensure it is properly maintained and they get a good return.

“However, as any experienced investor will tell you, it isn’t enough just to be seeking a good return. Agents must act fairly in their dealings not just

with vendors but also the tenants. When we are evaluating tenants we try to find renters who will remain long-term at the property and will also act responsibly.

“Good tenants are worth keeping so we strive to ensure there is balance and fairness all round,” Greg Walsh said.

If you are seeking a Property Manager to look after your investment, contact Oz Combined Realty. The firm’s professional property management team will be only too pleased to assist you.

Investment homes needed to beat rental crisis!



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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