

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Improving economy boosts confidence

SOLD! 393A Elizabeth Drive, Vincentia



Strong demand by buyers strengthens market See page 3 for full details >

In this Issue of Property News:

- Stimulus package for new home builders
- Sales increasing due to positive market
- Is your investment property protected?

HUSKISSON & SANCTUARY POINT



web: www.ozcomrealty.com.au
email: info@ozcomrealty.com.au

A letter from the Editor

Dear Readers,

We at Oz Combined Realty are proud to bring you this exciting edition of *Property News*.

Over the past few months we have been working very hard to deliver outstanding results for our clients and in this edition we decided to share one of these remarkable stories.

Learning from others' experiences is the best way to make the right decision when it is your turn to buy or sell and this is why this informative publication is so useful.

As we can only cover a limited amount of detail in our newsletter, we would be delighted to assist you with any of your real estate inquiries.

Yours faithfully,

Greg Walsh
Principal



Shop 4 The Promenade
74 Owen Street

HUSKISSON NSW 2540

phone: (02) 4441 6033

fax: (02) 4441 6264

rentals: (02) 4441 7261

Corner Paradise Beach Road &
Macleans Point Road

SANCTUARY POINT NSW 2540

phone: (02) 4443 3222

fax: (02) 4443 2355

email: info@ozcomrealty.com.au

web: www.ozcomrealty.com.au

Disclaimer: This newsletter is not to be treated as advice! Neither Greg Walsh, Oz Combined Realty, nor Newsletter House Pty Ltd accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this newsletter are of a general nature only and may not relate to or be relevant to your particular circumstances. There are many issues involved with buying and selling real estate so it is important that you get specific advice prior to making any decisions on your next real estate transaction.

Stamp duty cuts will boost sales

Property Council welcomes plan to kick-start building industry

The Property Council of Australia has welcomed the Housing Construction Acceleration Plan (HCAP) handed down in the NSW State Budget, saying it will provide a much needed kick-start for residential construction, jobs and economic activity across the state.

The plan will provide a 50 per cent cut in stamp duty for everybody, except first homebuyers, purchasing newly constructed dwellings valued up to \$600,000 between 1 July 2009 and 31 December 2009. It will be reviewed next December.

In a statement, the NSW executive director of the Property Council, Angus Nardi, said: "In the lead up to the budget we put forward our Kickstart NSW proposal prepared by BIS Schrapnel and argued for a one-year stamp duty exemption on all newly constructed dwelling valued up to \$1 million for the 2009-10 financial year.

"Our proposal highlighted a stimulus of almost \$1.8 billion in economic activity for a net cost to the budget of \$54 million," Mr Nardi said.

"Specific benefits included the construction of 8,000 additional new dwellings, supporting the creation of 16,000 jobs, easing the growing pressure on rents and encouraging investors back into the market.

"Although our proposal hasn't been adopted in full, we are pleased that in a tough budget environment the State Treasurer has acknowledged the importance of housing construction to the NSW economy and made this first move on a stimulus measure," he said.

"The Treasurer has also left the door open for the future expansion of this measure and we will continue to highlight the benefits of our full proposal in the lead up to the December 2009 review," Mr Nardi added.





SOLD IN 16 WEEKS 14 Plantation Point Pde, Vincentia



SOLD IN 3 WEEKS 31 Lambs Cl, Vincentia



SOLD IN 9 WEEKS 328 Elizabeth Dr, Vincentia

Positive news lifts market

Oz Combined Realty urgently needs more properties

The Australian economy has proved to be in better shape than many of its critics expected and so has the property market, with Oz Combined Realty again reporting strong sales across the board.

According to the agency's Property Consultant, Yasmin Keller, sales are continuing steadily as the market responds positively to the improving economic situation and low interest rates combined with consumer confidence.

Yasmin said: "Oz Combined has sold the majority of properties in Vincentia and are achieving optimum results for our clients.

"We have been doing remarkably well," she said. "We have been focussing on getting the best results for our clients and have been able to do this by actively marketing their properties.

"Some agents just place a sign and then wait for enquiries to come to them. Those days are long gone - we keenly market the properties with hands on strategies that are designed to attract buyers."

Creating a marketing campaign that will sell a house quickly for a good price takes years of experience as well as professional training and skill, that's what Yasmin and her colleagues at Oz Combined Realty have to offer.

With 20 years of experience in the property industry in Sydney and internationally, Yasmin has a wealth of knowledge that has made her one of the most highly regarded agents in the area.

"We are fortunate to have a specialised marketing manager on staff who has been preparing marketing campaigns for many years, we know what works and what doesn't. We tailor each campaign to suit the property because in real estate 'one size does not fit all'," she said.

"The campaigns have to target those purchasers who would be interested in the house. For example, it's obvious that somebody with a million dollars isn't going to be interested in a \$300,000 home.

"However, it goes beyond such simplifications because some buyer groups, such as first homebuyers,

are known to prefer certain types of advertising to others. For example, many first homebuyers are young couples and they prefer to search for houses on the Internet, rather than check the local paper.

"So, all campaigns are different and it takes a professional agent to carry them off successfully," Yasmin said.

Commenting on the state of the market she told Property News the market had been buoyed by the announcement that Australia had technically escaped going into a recession during the March quarter.

"In times like these both vendors and purchasers welcome any positive developments and the recent announcement by the Australian Bureau of Statistics (ABS) that Gross Domestic Product (GDP) grew by 0.4 per cent in the quarter was very encouraging," Yasmin said.

If you are planning to sell your home, contact Oz Combined Realty. Yasmin and her expert team of consultants will give you an accurate appraisal of its value and the best way to market it.

2 LOCATIONS OPEN 7 DAYS



We Get Results!

HUSKISSON



4441 6033

SANCTUARY POINT



4443 3222

INSURING

your investment property

Are you protected?

It often takes years of saving, months of planning, weeks of looking and days of preparing before your investment property can begin to earn you an substantial income.

However, without the right insurance, in a split second you could lose the lot.

Making sure you have the right insurance is a vital part of the investment property purchasing process, so you need to make sure you are covered from all angles.

In this article we provide a simplistic guide on things you should keep in mind, however, it is important to discuss your insurance needs more extensively with an expert.

How do you find the right insurance company that will meet your needs?

Before selecting an insurance corporation, it is important to get a few quotes so you can compare costs and value for money.

Contact an insurance company directly or enlist the help of an insurance broker who can research the available deals and get you the best one.

For more information contact our friendly team for more advice on the best way to protect your investment.



Landlords should look into investing in:

- Loss of rent/tenanted property/ landlord property insurance in case the tenant does not pay the rent or you cannot find tenants for the premises.
- Fire insurance to financially protect you against fire damage.
- Personal insurance including income protection and life insurance that will provide a safety net if you can't meet loan repayments.
- Public liability insurance to protect you if someone hurts themselves while on the property.
- Workers compensation insurance, in case employed workers do not have their own cover.
- Building and contents insurance to protect you if your investment property is robbed or damaged.



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!



(02) 4441 7261 HUSKISSON