

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling



**SOLD**

**within  
2 weeks!**

**Oz Combined Realty sells  
after being with another  
agent for 4 months**

**A superb five-bedroom home at Sanctuary Point has been sold within two weeks for a great price by Oz Combined Realty after another agent failed to sell it in four months.**

The magnificent home at 17 Frederick Street had two living areas, two bathrooms, three toilets and a double lock up garage with a detached carport.

After the original listing agent failed to sell it the frustrated owner turned to Oz Combined Realty for help and the team there sold it within two weeks after only one inspection.

According to agents Aaron Heiler and Robin Corcoran, the

beautiful residence, which was only a few hundred metres from Paradise Beach, should have sold months ago.

“Sometimes owners choose agents because of lower commission costs, but owners should not be choosing an agent on that criteria alone. It’s all very well to pick an agent if they’re charging a lower fee and they can prove they’re still getting results, but all too often that is not the case,” Aaron said.

“The truth is this was a great home and there is no reason why it shouldn’t have sold but the problem is some agents put up a ‘For Sale’ sign and don’t actively try to sell the property. ▶

**In this Issue of Property News:**

- The latest on the interest rate increase
- Vendor thrilled with quick results
- Relieving the financial stress for homeowners

**HUSKISSON & SANCTUARY POINT**



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## A letter from the Editor

Dear Readers,

We are pleased to bring you the latest issue of Property News, especially that there are now so many new developments in the property market.

Among those factors that are expected to affect the market in forthcoming months is the reduction in the First Home Owner Grant Boost (FHOB Grant), which takes effect from 1 October. Even though some observers have predicted this could adversely impact on prices we are of the opinion it will not cause prices to fall. On the contrary, we expect the market to continue to stabilise and believe house prices will continue to go up.

Interest rates are expected to rise in the near future so those among you who are planning to buy should do so now, while they have the opportunity to lock in their loans at low rates.

Yours faithfully,

**Greg Walsh**  
Principal



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# REIA questions RBA rate hike!

'Latest increase puts too much pressure on home and business owners'



The Real Estate Institute of Australia (REIA) believes that although the Reserve Bank of Australia's (RBA) decision to lift official interest rates by another 0.25 per cent was expected, it will put further pressure on home and business borrowers.

The decision by the RBA at its November meeting to raise the official cash rate to 3.5 per cent brings the total increases in the rate to 0.50 per cent in a month. According to the REIA, this will add about \$30 a week in interest alone to a typical \$300,000 mortgage, and even more to business loans, which have taken a proportionately greater hit.

The REIA President, Mr David Airey, said: "Many commentators, including ANZ Chief Mike Smith have questioned the RBA's approach to rate increases and whether it is too soon to be so jumpy about inflation induced rate rises.

"The CPI headline rate at 1 per cent for the September quarter is above the RBA's target rate but the major factors underlying this figure do not suggest rampant increases in consumer spending. The biggest increases were for utilities and rising prices in this group don't reflect increased consumer demand. Increasing interest rates will not stop utility costs rising so it's a double whammy for the poor old borrower."

Mr Airey added the REIA welcomed economic recovery but it believed that sharp rate rises had the potential to dampen the market and stifle recovery, especially in business and property development lending which was already subdued.

The REIA President suggested that economic data for the December quarter and in particular business and property lending figures, as well as the CPI, should be assessed and taken into account before another rate rise was considered. On this basis, it would be March before the RBA needed to act giving borrowers time to adjust to the increased rates and higher repayments.

"Surely we need clear direction that the economy is getting back to growth before increasing rates again and prematurely stifling these early and tentative signs of recovery?" Mr Airey said.



# Don't judge agents by their fees!

**Vendor praises Oz Combined Realty for achieving great price quickly**



firm with a proven track record in sales.

"We sold quickly for several reasons: firstly we ran a strong marketing campaign which was tailored to suit the property; secondly we were able to access our extensive database and identify potential buyers; and thirdly because we had an excellent relationship with the owner, and provided them with constant feedback," Aaron said.

Principal Greg Walsh told Property News that Oz Combined Realty had been selling so well we are now short of stock and urgently needed properties.

"We are delighted with our recent sales and are continually striving to sell more and more. If anyone is planning to sell they should contact us immediately for an honest assessment of its market value."

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"A house such as this, which has so much to offer, should not be languishing on the market for months. There is just no justification for such a scenario.

"Obviously the owner was delighted with the result, because as well as selling

quickly we also achieved an excellent price," Aaron said.

"However, we are concerned because we feel some owners don't realise they do not need to tolerate such situations. If an agent is not getting results, you should immediately seek help from a professional

**So, if you are planning to deal in real estate, remember that Oz Combined Realty has a proven track record in achieving results. The team there has many years experience in real estate and can give you professional advice about the best way to sell your home.**

## 2 LOCATIONS OPEN 7 DAYS



**HUSKISSON**

**SANCTUARY POINT**



**4441 6033**

**4443 3222**

*We Get Results!*

Stressed mortgagors have many options if they need help

# How to beat... the interest rate blues!



**The decision by the Reserve Bank of Australia (RBA) to raise the official cash rate to 3.5 per cent at its November meeting has been greeted with expressions of concern by some business leaders who believe the rise was premature.**

REIA President, Mr David Airey, questioned the move immediately after it was announced while other business leaders, such as ANZ chief, Mike Smith, have been urging the RBA not to raise rates until after Christmas.

The latest rise is expected to put further pressure on mortgagors with the REIA warning that homeowners could be paying another \$30 a week on a typical \$300,000 loan.

Property market experts are now advising many homeowners to lock in their home loans at the lowest rate possible because it is likely there will be more increases in forthcoming months.

The bottom line for many homeowners is that many are financially stressed and breadwinners are concerned about how to meet mortgage payments. Even though interest rates are still historically low, many households are being affected by unemployment and increased living costs.

So, what is the best option? Should an existing homeowner refinance and what should a prospective buyer do?

Today, we are faced with a myriad of home loan options. This is why it is important to use a reputable mortgage broker. Unlike the average borrower, a qualified broker has had years of experience and in a matter of days can provide a home loan to people who thought they didn't have a chance.

One of the options owners have is fixing the interest rate on a loan. If you work to a tight budget, there is nothing worse than receiving a letter from your finance provider informing you that as of next month you will have to pay more.

Under those circumstances, it is wise to consider fixing part, or all, of your loan. However, you must weigh up the cost because you will have to pay a higher interest rate for the privilege.

Another alternative is to consider refinancing. There are many home loan products available. Shop around. Ask advice from your broker and you may be surprised at the choices on offer.

Finally, you can consider consolidating your debts. If the bills are piling up then you may need to take the pressure off by rolling all your debts into one low-interest loan. The idea is to move high interest debt, for example credit card balances, to a lower interest rate debt such as your home loan.

**If you are short on cash and you have a reasonable amount of equity tied up in your home then this can be a safer option.**

*The information provided is of a general nature. It is recommended the reader discusses financial matters with an accountant or financial advisor.*

## 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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