

# PROPERTY NEWS

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

# OWNERS PRAISE QUICK SALE!

**Agent's  
professionalism  
eases owners'  
concerns about  
moving!**

*See our full report on page 3*



**In this Issue of Property News:**

- Pool barriers and the owner's responsibilities
- Excellent facilities attracting buyers
- The pitfalls of managing your own investment

**HUSKISSON & SANCTUARY POINT**



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# A letter from the Editor

Dear Readers,

With the New Year here, and the start of a new decade, now is the time to wish all our readers the very best for the year ahead.

The start of a new decade is an opportunity for reflection and sometimes that helps us to renew our efforts to achieve goals or perhaps even lay aside old plans and start afresh on a new tack in life.

Certainly, recent years have been eventful for the property market but doubtless the coming decade will see further changes and hopefully they will bring with them stability and prosperity.

Kind regards

**Greg Walsh**  
Principal



Wishing you a happy  
New Year abounding with health,  
happiness, peace & prosperity.

## Happy New Year

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## POOL BARRIER SAFETY

# How safe is your pool?

## It's the owner's responsibility

**The Royal Life Saving Society Australia has warned that every year more than 35 Australian children under the age of five drown and has urged pool owners to check, fix and maintain their home pool this summer to help eliminate child drowning.**

Because pools are located close to the house the child's natural curiosity brings them into contact with the pool. According to Royal Life Saving, the majority of home swimming pool deaths arose after the toddler fell into the pool or went in voluntarily.

The Society said the most common entries for toddlers into the pool were through an open gate, a house door, or by using nearby equipment to climb over the fence. It warned that many parents mistakenly believed they could listen for their child calling for help but drowning could occur in a matter of seconds without any splash or crying to alert parents.

Royal Life Saving believes there are four things parents need to do to prevent drowning. Firstly, they should fence the pool with a four-sided fence. This means that access to the pool is via a gate not the house. It is also preferable that the pool area is only used for swimming and that any equipment not related to the functioning of the pool should be stored outside the pool area.

Secondly, children should be supervised whenever they are in, on or around water. This supervision should be by an adult and the child should be within arms reach at all times.



Thirdly, it advises that parents and children should undertake water familiarisation classes and finally it recommends that adults should learn resuscitation techniques.

Royal Life Saving stresses it is easy for unsupervised children to gain access to the pool area by using nearby garden and furniture items to provide them with a foothold to climb over the fence. Additionally, in many social situations a pool gate is propped open to provide ease of access. This should never be done.

To reduce the risks of toddlers drowning Royal Life Saving has created the Keep Watch program which has four key messages:

- Supervise.
- Fence your pool and lock the gate.
- Familiarise your child with water.
- Learn resuscitation.

**Toddler drowning prevention involves all of these components. Visit [www.homepoolsafety.com.au](http://www.homepoolsafety.com.au) for more information, but remember that even the sturdiest fencing is no substitute for constant supervision of children in and around your swimming pool.**

## Pool Barrier Safety Checklist

**The following checklist includes some of the legal requirements you will need to fulfill:**

- Your pool fence should be at least 1.2m high all around and in good repair;
- The gap between the bottom of the fence and the ground must not exceed 10cm;
- All palings (whether vertical or horizontal) must be less than 10cm apart;
- Any horizontal rails that could assist climbing should be on the pool side of the fence and if on the outside must be at least 900mm apart;
- Walls forming part of the pool barrier must have child-resistant doors and windows;

- The pool gate must open outwards and close and latch itself;
- The gate release mechanism must be 1.5m above the ground or located inside the gate at 1.2m and covered by an approved shield;
- The fence must be clear of trees, rocks, barbecues, deckchairs or any other object that could help a child climb over it;
- Your clothes line, barbecue or similar objects which are not directly related to the swimming pool should be outside the pool fence to avoid having the gate accidentally left open;
- You must display a resuscitation sign in the pool area.





**Owners  
thrilled  
with  
result!**

## Oz Combined Realty seeks more properties as market strengthens

**The professionalism displayed by an agent during the sale of a Sanctuary Point property has earned praise from the vendors, who were extremely grateful to her for the excellent way she marketed the home and for the price she achieved.**

The Principal of Oz Combined Realty, Greg Walsh, said the vendors of 258 Greville Avenue, Sanctuary Point, Joan and Tom McDonald, had written to him expressing their appreciation for the way the company's consultant, Yasmin Keller, had sold their home so quickly.

The McDonalds wrote: "Not only did she quickly access and arrange the necessary

steps in the advertising and presentation of our property but she also actively pursued likely buyers through your database.

"Her energy and efforts led to a sale even quicker than our earliest hopes and considerably eased the strain in meeting the deadlines required of us in relocating to our future home.

"After we signed with your agency, Yas had interested buyers within days and the first inspection by an active buyer was held shortly after.

"Sale to this buyer was agreed and contracts were subsequently signed and exchanged," the McDonalds added.

"Yas also did much through her wide contacts to ease our concerns by actively liaising with the owners of our future villa in order to ensure that our transition will be a smooth one."

**Greg told Property News that such praise was heartening and reflected the efforts made not just by Yasmin but the whole team at Oz Combined Realty.**

"Yasmin is a particularly effective property consultant," he said. "She has always displayed a high standard of professionalism, particularly when it comes to marketing and finding qualified buyers.

"The McDonalds were especially pleased with her because they were planning to move to Coastal Waters and needed time to facilitate the transition."

Greg said there are a lot of buyers interested in purchasing in the Jervis Bay area, which has an enormous potential for growth.

"These areas are attracting a lot of attention because they are ideal for families and offer excellent educational and community facilities plus sound infrastructure.

"Now that the economy is well on the road to recovery we are repeatedly handling enquiries from prospective purchasers including investors," he said.

"Indeed, we have been selling so well that we are now short of stock and need more properties to satisfy demand."

**If anybody is planning to sell, they should contact Oz Combined Realty for a free appraisal and advice about the best way to present and market the property.**

# 2 LOCATIONS OPEN 7 DAYS



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# Managing your own rental home can be risky!

## How to avoid the pitfalls when leasing an investment property!

**Investing in property is a great way to generate an income and enjoy the fruits of capital gains over the years. But, it's also a path fraught with danger if you try to manage the property yourself.**

One of the biggest dangers facing landlords who try to manage their own property is navigating their way through all the legislation and regulations that govern rental homes.

It is not unusual for inexperienced landlords, who have tried to save money by managing their own affairs, to find themselves unable to handle a difficult situation because they don't have the expertise to do so.

**Below is an example of what can go wrong. It is not an actual case, but a composite of situations that have been known to arise in real estate.**

An investor buys a rental home and leases it to a young married couple as

joint tenants on a 12-month lease. Two months later, the couple quarrel and the young woman leaves the property.

The remaining partner agrees to continue to pay the rent but is unable to do so. Firstly, because he was relying on his wife's income to help and, secondly, unknown to the landlord, he's lost his job because he was unable to handle the stress of a marriage breakdown.

He assures the owner that everything will be all right and he will be able to continue paying the rent but the situation worsens until finally he is months in arrears.

To make matters worse, the landlord in attempting to get access to the property to make the tenant pay the rent has breached the provisions of the Residential Tenancies Act. The situation is compounded by the tenant's refusal to vacate.

In despair, the investor contacts a

professional property manager who realising the gravity of the situation advises him that the only way to resolve the issue is to go to the Tenancies Tribunal.

The tribunal orders the tenant to vacate and pay the arrears and make good the costs but in reality the tenant is found to be in hardship and unable to make pay the debts. He has to come to an arrangement to pay the money over a period of time.

### **What is the lesson to be learned from this situation?**

**Landlords should act at arms length when dealing with tenants by appointing a professional property manager who understands the pitfalls and traps involved in the leasing process.**

# 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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