

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Agency's expertise reaps rewards for clients!

With 21 years experience Oz Combined Realty powers ahead in the market!



If you are thinking of selling or renting your property, then you should contact the team at Oz Combined Realty immediately. The agency's experts have been flat out trying to service a flood of buyer and tenant enquiries and urgently need properties to sell and rent.

That means your property will be sold or rented quickly through Oz Combined Realty.

The shortage of both houses for sale and rental properties has arisen following a highly successful holiday period for the agency, which saw team members run up a succession of strong sales and leasing transactions.

According to the Principal of Oz Combined Realty, Greg Walsh, the recent sales and property management successes are hardly surprising.

"Our team has been helping the people of Jervis Bay and the St Georges Basin areas with their real estate needs for more than 21 years. Not only do we understand the local market, but we also have a commanding knowledge of the real estate industry as a whole. As a result, we have built a loyal client base. Our superior service has seen us amass many happy clients over the years," Greg said.

He said there was a strong demand for investment properties at present and advised the owners of houses that were suited to the rental market to either sell now to reap the benefits of the high prices or, if possible, rent the property for a high yield.

"The increased demand for investment properties has arisen because the rental market is so strong and investors are now flooding back because they can see opportunities there for excellent yields and capital gains."

Greg told Property News he would like to take the opportunity to congratulate the agency's team on the high number of sales in recent months.

Continued on page 3 ►

In this Issue of Property News:

- **What's best - buy or build?**
- **Sales results higher than expected**
- **Tips on preventative maintenance for landlords**

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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WHAT'S THE BEST? Buying an existing home or building your own?



Wouldn't it be great to have a brand new home? But do you go to the trouble of finding the land and building, or do you buy something already built and ready to move into?

If you buy the land, you can choose exactly where you want your new home to be and can have it designed from scratch.

On the other hand you can save yourself a lot of stress, money and hassle by buying a property which is what you are looking for in the first place.

The advantages of buying an existing property are:

LOCATION

- There is more choice with location, since vacant land is not always available
- There is a much wider choice of ready-made homes available in most locations

TIME

- It is possible to view the finished product instantly
- Avoiding the hassles of choosing plans and designs
- There is no waiting time for the home to be erected

EFFORT

- The Council doesn't have to approve plans
- There are no heartaches to endure during the building process

COSTS

- Building costs can increase even during the construction process, whereas an existing property should not increase in price to the same extent.
- An existing property (even a new one) may be cheaper than building.

- A secondhand property does not attract GST, as a new one does.

VALUE

- An existing property often has extra features added by a previous owner
- A vacant block of land can rarely be rented out until a residence is built on it

CHOICE

- There is more choice of building styles and designs than the modern building firm can offer, without costing you more than you may be able to afford.
- A private owner who wants to live in a unit can buy one ready-made, but rarely has the chance to build a whole block of units just to get one of them.

What all this means of course, is that your local agent is likely to have a comprehensive selection of properties in the area of your choice, whereas the number of vacant blocks may not be as numerous.

In view of all the advantages of buying a ready-made home listed above, it is a good idea to check these out before settling for a building block.

Please contact us for advice and inspection opportunities as in this market you are able to buy homes that may have been fully renovated to seem like it's brand new.

To evaluate your options, contact our office so that we can arrange for you to view a property that may be just the thing you're looking for today.

Owners praise agents' sales results

Oz Combined Realty 'achieved a price higher than expected'

Continued from: Page 1

"Just look at their recent track record of 21 successful sales of different types of properties in the area. It's staggering when you consider some agencies are claiming that business is slow."

1.	742 Woollamia Road	Woollamia
2.	90 Macgibbon Parade	Old Erawal Bay
3.	11 Waddell Street	Huskisson
4.	432 Elizabeth Drive	Vincentia
5.	8 Twyford Street	Vincentia
6.	5 Keldie Close	St Georges Basin
7.	32 Walmer Avenue	Sanctuary Point
8.	258 Greville Avenue	Sanctuary Point
9.	6 Anabel Place	Sanctuary Point
10.	47 St Georges Avenue	Vincentia
11.	5 Tasman Road	St Georges Basin
12.	5 Keldie Close	St Georges Basin
13.	38 Hogbin Crescent	Sanctuary Point
14.	66 Murray Street	Vincentia
15.	23 Towry Crescent	Vincentia
16.	361 Woollamia Road	Woollamia
17.	6/30 Frederick Street	Sanctuary Point
18.	18 Hewitt Street	St Georges Basin
19.	54 Frederick Street	Vincentia
20.	89 Colloden Avenue	Vincentia
21.	137 Macleans Pt Road	Sanctuary Point

Greg said the owners of all these properties had added their names to the list of contented Oz Combined Realty customers.

"So many owners have praised us in recent months and several of them have written to us extolling our efforts," he said.

One contented owner was Lynelle Johnson, who wrote: "In extremely tough market conditions Bill Jennings achieved a price higher than expected price. Bill gave us good service, was always available and worked to give us written and verbal feedback on any buyers who may have been interested."

Nick and Virginia Fitzgerald were also satisfied clients. Nick wrote to Greg saying how pleased they were with property consultant, Bill Jennings.

"My wife and I have bought and sold five houses in our lifetime. So we know a good real estate agent when we meet one. Bill Jennings went completely beyond our expectations regarding quality of service and commitment to his task."

Another happy couple was Joan and Tom McDonald who wrote: "We wish to express our appreciation of the efforts of your property consultant Yasmin Keller. Not only did she quickly access and arrange the necessary steps to advertising and marketing but also actively pursued likely buyers through the Oz data base. Her energy and efforts lead to a sale quicker than our earliest hopes and considerably eased the strain in meeting deadlines required of us in relocating to our future home."

Pat and Nobby Clarke also wrote to Greg saying how well Yasmin had handled the sale of their home: "We found Yasmin Keller to be efficient and punctual and went out of her way to help us with any problems we had and she kept us up to date at all times."

Yasmin's reputation as a consultant was further highlighted when Barry and Helen Stephens wrote: "Friendly, honest, energetic, vibrant, experienced in her profession, knowledgeable and encouraging, willing to listen to sound advice and above all committed to doing the very best for her clients."

Whether you are ready to sell or would like to rent your property, call the professionals at Oz Combined Realty. They can expertly guide you about the best way to sell, buy or lease real estate.

2 LOCATIONS OPEN 7 DAYS



We Get Results!

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Preventive maintenance

can save money

Blocked drains, leaking roofs can prove expensive

Summer is on us again, a great opportunity for landlords to arrange preventive maintenance that can save substantial amounts of money.

One of the biggest contributors to upkeep for a home is water damage. In the wet season, whether it's the rainy period in the country's north or winter down south, water can cause extensive damage to a home, so now is the chance to take steps to prevent that happening.

Cleaning out gutters to prevent water damage from blocked pipes and drains is one simple but effective way to protect your property.

It's especially useful if you take the opportunity to install some type

of gutter guard. There are several such products on the market and some of them work in different ways. However, they all do the same thing, they stop leaves from collecting in the gutter. Any hardware store can readily show you what type is best suited to your property.

Leaking roofs can also prove expensive so money spent now on flashing and the replacement of cracked or broken tiles is well spent.

Even though it's not so common these days, corrugated tin roofing is often better replaced with quality roofing such as Colorbond which does not rust and has a much longer lifespan.

If you're going to retain a plumber to check the drains and roof, ask them to check for other maintenance work such as dripping taps at the same time. At first sight, dripping taps may not seem important, but with water charges on the rise they can prove expensive.

Better to get the plumber to check them while he is doing other work so you are only billed for one call out fee.

The Federal Government's Home Insulation Program that includes rental properties is proving to be a big advantage for owners. In many cases, insulation can be installed without the owner or the tenant having to pay a cent. The insulation company does the work and bills the government direct.

The installation of insulation not only reduces greenhouse emissions because of reduced heating and cooling costs, it also makes for happier tenants. As such, it is in a landlord's interests to install effective insulation.

Ask the Property Management team for advice about the best way to get it installed.



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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