

# PROPERTY NEWS

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

# HIGH DEMAND FOR WATERFRONT PROPERTIES!



**FULL REPORT PAGE 3**

**In this Issue of Property News:**

- Presentation tips for selling
- High demand for waterfront homes
- Tax tips to help landlords

**HUSKISSON & SANCTUARY POINT**



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# Letter from the Editor

Dear Readers,

The inner workings of the real estate industry can be extremely confusing for most people - there is so much information to absorb and it can be extremely overwhelming.

This is why in each edition of *Property News*, we endeavour to clear up the confusion involved in buying or selling property and also managing your investment property.

When you decide to buy or sell, learning as much as you can about the industry can assist you with the process.

We would be only too happy to answer your questions and assist you with your enquiries, so feel free to contact us on 4441 6033.

Yours faithfully,

**Greg Walsh**  
Principal



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# How to present your home when selling

**When prospective buyers come to look at your home, the last thing you want to do is to turn them off!**

**We begin by suggesting several ways to present your home for sale with the following tips:**

## 1. **Don't spend a fortune**

Home improvements made when selling, in most cases, need not be expensive, such as removing walls to add extra light etc.

The point of the exercise is to improve the appearance, not to have you charging up credit cards or obtaining new loans. Remember that part of selling a house is also preparing you to buy your next home. Going into debt will not be beneficial nor impress your bank manager.

## 2. **Should you paint?**

Depending on the colour scheme you have in place, painting can be your best investment when selling your home. It is not very expensive and often you can do it yourself.

Do not choose colours based on your own preferences, instead choose neutral colours that would appeal to the largest number of buyers. You should almost always choose an off-white colour because white helps your home appear bright and spacious.

## 3. **Do you need new flooring?**

Unless your carpets appear old and worn, you probably should do nothing more than hire a good carpet cleaner.

If you do decide to replace your carpets, then choose a fairly neutral coloured carpet that won't send your bank account balance into the red! As for replacing smashed or older style floor tiles, spend as little money as you can. Remember, you are not fixing up the place for yourself - you want to move.

The whole point of the exercise is to make a positive impression, not leave the new owner with a brand new designer home.

## 4. **Landscaping**

Like all other aspects of preparing your home, the first impression a buyer is left with when they drive up to your home has a lot to do with the style of landscaping you choose to set off your property.

Does that mean a complete revamp? No. In most cases it simply means mowing the lawns, trimming the edges and weeding the garden.

## 5. **How do you decide on what you should and shouldn't do when it comes to investing money on home improvements at sale?**

Seek the advice of someone who has walked down the same path many times already, consult your real estate agent.

They deal with home owners every day and see first-hand the results of spending too little and too much on home improvements.

Their advice could possibly save you a great deal of hassle and extra effort! Remember, they sell homes at both the top and bottom scales of the market and can advise you on what your next steps should be.

# Why is this agent different?

**It gets results! The results owners want!**



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**In the past few months the team from Oz Combined Realty has sold many properties, especially waterfronts which are in strong demand.**

The agency's Principal, Greg Walsh, told *Property News* the company had recently sold another waterfront, this time at 126 Lorilyn Avenue, St Georges Basin.

Greg said the home had only been on the market for a few weeks when it was snapped up by an astute buyer.

"Good communications are the key to successful selling in real estate," he said. "We established constructive relations with our owners and keep them updated at all times about the process of the sale.

"After qualifying our buyers we were able to showcase the home to prospective

purchasers whom we knew would be interested in the property. As a result, we were able to negotiate an excellent price for the vendors, which was a really a win-win situation for all the parties."

Asked why the agency was such a success, Greg said: "We are committed to marketing excellence and strive at all times to achieve the best possible outcome for all our clients. As a result, we pay close attention to tailoring the marketing strategy for a home to suit that particular property.

**"So many agents take the attitude that 'one size fits all'. When marketing a house they use the same old tired marketing strategies for all their properties. However, in real estate such practices don't work. Every home has its own personality and character.**

"To create a campaign that works, which will sell a house for a good price, takes years of experience, professional training and skill and that's what our team at Oz Combined Realty has to offer; experience, training and skill."

He said: "This means we place a lot of weight on drawing up strategies that are designed to attract and hold the attention of buyers.

"Those strategies include the extensive use of our website that caters for the needs of all prospective purchasers. In designing the website we placed a lot of emphasis on making it easy for everyone to use. So many sites are cluttered with so much information you can't find what you are looking for, but our designers have come up with a stylish, clean layout that has been widely acclaimed," Greg said.

"We also advertise weekly in the local real estate newspapers. Traditionally, it is an excellent advertising medium. All in all, I think it's fair to say we guarantee that properties advertised with us receive maximum exposure for maximum results."

Greg said: "Our consultants also have expert market knowledge, not just of the local market but the industry overall. As the Principal of Oz Combined Realty, I insist that all our consultants regularly undergo ongoing professional training to keep up to date with all the regulations governing the industry and all new marketing developments."

**Oz Combined Realty uses the best systems and procedures in the industry which means the company gets great results with a minimum of fuss. Contact the firm on 02 4441 6033 for sound, realistic advice, about buying, selling and leasing real estate.**

## 2 LOCATIONS OPEN 7 DAYS



*We Get Results!*

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# Rental Property Deductions



## What you can claim

### Tips to help landlords avoid making mistakes in tax returns

**Last year more than a million people claimed rental deductions in their tax returns. Many of these were claiming deductions for the first time.**

It's important when making claims for rental deductions to avoid mistakes and make sure your claims will be accepted by the Australian Taxation Office (ATO).

Here are a few things to remember when claiming rental deductions in your tax return.

There are a number of rental property expenses that can be claimed as an immediate deduction.

These include repairing part of the guttering or windows damaged in a storm or repairing part of a fence damaged by a falling tree branch, maintaining plumbing, repairing electrical appliances or machinery as well as painting, oiling, brushing or cleaning something that is otherwise in good working condition, preparing a lease agreement with your tenant and evicting a tenant.

Other expenses that can be claimed immediately include interest on a loan to purchase a rental property or to purchase

land to build a rental property; to purchase a depreciating asset for the property like an air conditioner; to finance renovations like a deck; and make maintenance repairs or repair damage to the property.

**Expenses that are deductible over a number of years include most borrowing costs and the cost of depreciating assets and structural improvements.**

Borrowing costs can include: stamp duty charged on the mortgage; loan establishment fees; fees for a valuation required for loan approval and lender's mortgage insurance; title search fees

charged by your lender, costs of preparing and filing mortgage documents and mortgage broker fees.

Major renovation costs and costs to repair damage, defects or deterioration upon purchasing a property can't be claimed as an immediate deduction. These costs generally must be claimed as either a deduction for decline in value over the asset's effective life, or as a capital works deduction over 25 or 40 years.

**What you can't claim.** Some of the things you can't claim include: deductions for rental properties that are not genuinely available for rent; stamp duty charged by your state or territory government on the transfer of the property title or leasehold interest; insurance premiums where under the policy your loan will be paid out in the event that you die, become disabled or unemployed; and borrowing expenses on the portion of a loan you use for private purposes.

**For more information visit the ATO website at [www.ato.gov.au/rental](http://www.ato.gov.au/rental). It has detailed fact sheets outlining what you can and can't claim for your rental property. Alternatively you can ring the ATO on 13 28 66.**

## 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**