

# PROPERTY NEWS

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

## OZ DOES IT AGAIN AND AGAIN...

After 4 months and no sale, owner turned to Oz



**FULL REPORT PAGE 3**

In this Issue of Property News:

- Another Oz success story
- High demand for waterfront homes
- Practical steps for protecting your investment

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## Letter from the Editor

Dear Readers,

We are very proud to bring you this edition of *Property News*.

With so much happening in the industry, we had no trouble filling this edition with interesting and informative articles to help you with your real estate needs.

As we only have a limited amount of room to cover the basics of each topic we would be only too happy to meet with you and discuss your individual needs.

Getting involved in the real estate market can be overwhelming but with the right guidance and information, we can make the process more enjoyable.

If you have any queries, please drop in and see us at our centrally located office.

Yours faithfully,

**Greg Walsh**  
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To help your home look its best when selling try these simple...

# SPRING GARDEN TIPS

## What steps should you take in the garden?

As soon as you decide to sell, take a walk in the garden and take a big hard look at what really needs fixing immediately. Selling your home does not mean a complete garden makeover, far from it, all you need to do is take away the unsightly elements and make what you have look its best.

**REMOVE UNSIGHTLY WEEDS** if there is one element to a garden that we hate the most, it would have to be the thought of pulling out weeds. It may take a little extra effort on your part, but time spent weeding will lift your garden dramatically.

**REMOVE RUBBISH** from your backyard. Buyers want to purchase a home that is maintenance free from the start, the added burden of clearing out junk piled up the back yard will have most buyers looking elsewhere.

**GIVE YOUR LAWN A LIFT** – it is amazing how a little fertiliser can revitalise an otherwise tired lawn.

**ADD SOME COLOUR TO YOUR GARDEN** – head out to your local garden centre and buy a few established plants brimming with colour. This extra investment can add a little zing to the front yard - the first impression a buyers sees.

**CLEAN DIRTY PATHS AND GIVE YOUR FENCE A PAINT JOB** – the moment a buyer steps out of their car to inspect your home, the two things that are likely to create one of the greatest turnoffs is the sight of a dirty path or fence. Adding some elbow grease and a vigorous wash will make a pathway clean and inviting. Same as adding a fresh coat of paint to a dilapidated fence. The whole exercise is not to give your garden a complete makeover – simply give it a spring lift.

**Selling a home on a cold winter's day may not be much fun, but with the change in season, spring presents a fantastic opportunity to sell.**

It's the one time of the year where the garden presents a showcase of colour, highlighting your property's best attributes. There is nothing like a vase of fresh flowers to make your home stand out from the harshness of the winter months.

**How do you capitalise on this change in climate as we enter the spring months? How far should you go in making your home look that little bit extra special?**

It is not unheard of for homeowners to add considerable value to the selling price of their property thanks to some well planned landscaping, but a complete revamp of the garden doesn't necessarily need to be taken to ensure a good sale price. In this article we share with you some simple ideas on the most basic understanding of gardening that you will find easy to implement.

Similarly to selling a motorcar, you don't need to undertake a complete respray of your car's paintwork to attract a top dollar sale. Many people selling cars have simply added some elbow grease in order to give their car a good detail and polish to make sure that their car has the best chance of selling.

# Vincentia owner delighted

## 28 Inspections with five offers to buy

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**How did they achieve it? What were the differences in approach? Can you learn from this experience and apply it to your own sale? Property News reveals a great lesson...**

This Vincentia home had everything going for it, everything except a sale as it sat for more than four months. The owner then was referred to Yasmin at Oz Combined Realty and switched to achieving a sale in a short period of time.

28 inspections and five offers later the beautiful four bedroom property with its expansive views over Jervis Bay sold for a very solid price, much to the delight of its owner.

Oz Combined's listing agent for 45 Murray Street Vincentia was Yasmin Keller. Yasmin's not a builder, painter or even landscaper so not a thing changed at the property.

Yasmin convinced the owner that while the low maintenance four bedroom

property was beautifully presented for living, some re-organisation was required if it was to be beautifully presented for selling.

Together the pair "staged" the home, spending a great deal of time re-organising furniture and maximising natural lighting to provide a dramatic feeling of space.

"The home was already bright and open, we just maximised the appealing features through the re-organisation," Yasmin said, adding that the advertising and web copy was then written to focus attention on these attributes.

"The opening paragraph concluded with the phrase 'a wonderful sense of light and space' and the second paragraph detailed the four bedrooms, study, large open plan living area and a wide balcony with views over Jervis Bay."

"It's really quite simple," Yasmin said. "Anyone can offer galley kitchens, low maintenance etc etc, but few properties are spacious and this one looked vast by the time we finished."

**If you are thinking about selling and would like to employ a team of experts, contact the team from Oz Combined Realty today on 02 4441 6033.**



## 2 LOCATIONS OPEN 7 DAYS



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# Maintenance

## Protect your investment

Ensure your rental property is in tip top condition to reduce the risk

**Buying a rental property and becoming a landlord can be an intimidating, yet thrilling experience.**

Once you dive into property investment, it is vital to employ the services of a professional agency and property manager to guide you through the complex process.

By employing a trusted property manager, the stress of being a landlord is minimized as they can provide you with the information you need to make your investment not only successful, but almost stress-free.

The experienced property managers from Oz Combined Realty pride themselves on keeping abreast of all the changes in the industry and providing their landlords with the best service and advice possible.

**When you are committing large amounts of money into an investment property, it is vital that you take the necessary steps to protect your investment in case a problem arises.**

The first most obvious step landlords should take when looking to protect their investment is taking out landlord protection insurance.

Landlord insurance covers landlords in an eventuality where they may lose their investment or the property is damaged. Landlord insurance is tax deductible

and also provides peace of mind for landlords.

**While insurance is the best way to protect your property, there are other more practical steps to take which can be even more important.**

Ensuring your property is fitted with safety devices like working smoke alarms, electrical safety switches and even a fire extinguisher could prevent a catastrophic disaster which has the potential to destroy your property and more tragically, may take

replacements are relatively inexpensive and can help you to provide a safe environment for your tenants while potentially preventing serious damage to your property. It is often a good idea to replace these items when a new tenant moves into the property.

Carrying out regular maintenance inspections, like annual pest inspections, will ensure your home is protected from destructive pests like white ants.

It is also a good idea to have a yearly building inspection carried out by a reliable professional to ensure there are no potential building defects.

**When maintenance is needed on your property, it is very important to attend to the problem as soon as possible to avoid liability.**

Attending to maintenance issues promptly will reduce the chance of possible injury to your tenants and could also

prevent a small repair from turning into a bigger, more expensive problem.

When work needs to be carried out on your property, your property manager will be able to inform you on the best action to take. They can also recommend a tradesperson who is licensed to carry out the work.

Landlords need to be able to put their full faith in the skills and expertise of the property management team if they want their property investment experience to be as smooth sailing as possible.

**For more information about property investing, maintenance or other property management issues, talk to the experienced and friendly team from Oz Combined Realty.**

# 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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