

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

## Get ready, get set, get sold!

Agency shows its  
form with this  
Sanctuary Point sale



See our full report on page 3 ▶

In this Issue of Property News:

- Choosing the right agent can be a crucial decision
- Sanctuary Point home owners thrilled with sale
- Rebate saving on your water bill

HUSKISSON & SANCTUARY POINT



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## Letter from the Editor

Dear Readers,

Welcome to a new Property News and a new era for Oz Combined.

We're always telling you of the advantages of investing in your region and we can find no better way to demonstrate our commitment to the region than by investing ourselves in a new office in Nowra.

You will find our new Nowra Commercial office at Suite 101, 45 Kinghorne Street.

As always, our newsletter covers the basics. In this issue we include advice on choosing an agent and on how to save on your water bill.

For the whole story call in to any of our three offices

Yours faithfully,

**Greg Walsh**  
Principal



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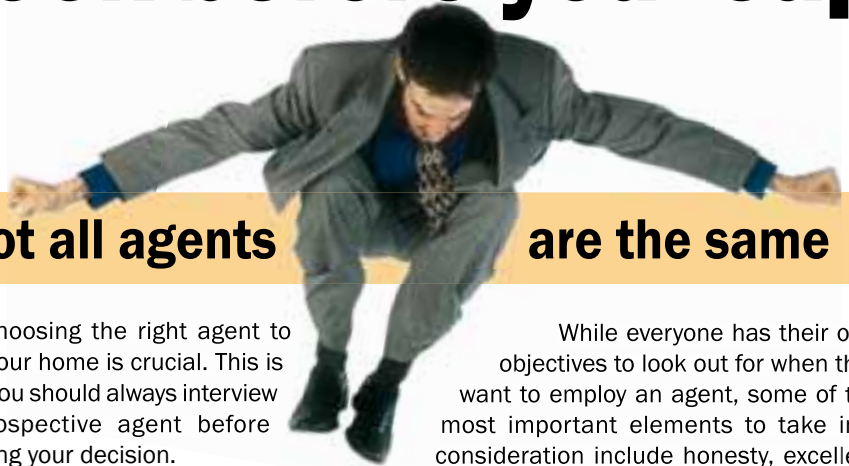
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# Look before you leap



## Not all agents

## are the same

Choosing the right agent to sell your home is crucial. This is why you should always interview a prospective agent before making your decision.

When sizing up your prospective agent, it is important to take into account their attitude towards you and your property.

So what questions should you ask a prospective agent before putting your future happiness and success in their hands?

**How long has the agent been in this business and what type of training have they completed?**

An agent who has years of experience in the real estate industry and knows the local market like the back of their hand is obviously a big advantage. But be sure to ask about their industry training as some long-standing agents will not be so vigilant about updating their skills, especially as technology in real estate continues to advance. In some cases if the agent only has a few years experience but works for a well-respected company that prides itself on internal training and mentoring, they can also achieve wonderful things for your property sale.

**Ask the prospective agent what their average list-price to sales-price ratio.**

A capable agent should be able to show you a record of sales where they have negotiated sales prices that have been very close to the listing prices.

Achieving the right price can only be achieved with the perfect marketing. So ask the agent what methods they would use to sell your home. A successful marketing campaign will incorporate a range of different methods, not just a sign or a bit of newspaper advertising. Ask the agent how often they advertise, will they be able to show you a sample flyer, do they have a database of buyers and how do they use the internet to market property.

**Let the agent tell you what things make them better than their competition.**

While everyone has their own objectives to look out for when they want to employ an agent, some of the most important elements to take into consideration include honesty, excellent negotiating skills, availability, good communication skills and the ability to maintain a sense of humour in difficult situations.

**One of the most important questions you need to ask a prospective agent is what their charges will be.**

All real estate fees are negotiable, and an agent's ability to be flexible with the fees is very important. Some agents will agree to a fee reduction straight away while others will discuss it as a possibility. Some agents work on incentive structure, in which they strive to achieve the highest price possible to maximise their fees. Don't feel bad about asking to negotiate the fees as it is expected and part of the process.

**Client testimonials speak volumes, when it comes to deciding if an agent will be the real deal or a dud.**

Ask to see any testimonials that have been written by the agent's clients. If the agent does not have anything to show you, this is not a good sign.

**And finally, when interviewing a prospective agent, ask the agent if there is anything else that you, as a seller, needs to know that you haven't asked about.**

This is a very important question and can often be a deal breaker as there is always something you need to know. It is important for the agent to take the time to explain everything to you and to make sure you feel confident in their knowledge and experience.

The agent needs to know how to listen to you and how to act on your behalf with your best interests in mind.

Once you have taken the time to question a few potential agents, trust your instincts and go with the professional who you can put your complete faith in.

**Selling your home is a huge financial decision and trust between you and your agent is essential for a smooth process.**

# Oz Combined Realty presents ANOTHER satisfied client

## Oz needs more listings, thanks to their effective selling ways

Oz Combined Realty's staff pride themselves on the results they achieve - and with good reason.

As soon as a property is available for sale the Oz Team begins to work hard to generate as much interest as possible.

This was the the case with one of their most recent sales in Sanctuary Point. The property - located at 132 Frederick Street - sold close to the asking price just 34 days after being put on the market.

"This type of achievement is keeping our offices very busy with enquiry," said the principal of Oz Greg Walsh

"It is extremely important to us that all enquiries are treated as a priority.

"With our continuing success and proven results for our clients we are always looking for more homes to be available for sale, and we're ready, willing and able to sell them!"

**It was this style of enthusiasm on behalf of clients that ensured a happy outcome for the owners of the home at 132 Frederick Street.**

The sale turned out to be a successful team effort by agents Marty Stanfield and Bill Jennings, although Oz Combined was more than happy to give a fair share of the credit to the vendors.

"The property was presented to sell, and the sale was also helped by the fact that the owners put it on the market at a reasonable price," said selling agent Bill Jennings.

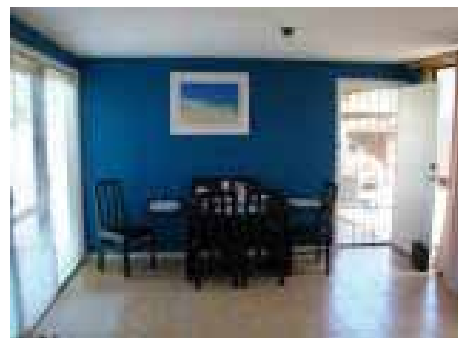
Among the assets that helped with the marketing of this property as an ideal family home were the location near water and the beautiful presentation.

"These advantages made it easy to promote the property as being in a perfect position for family fun," said listing agent Marty Stanfield.

Added to these benefits were the assets of the home itself, such as three spacious bedrooms, bay window, high raked ceilings and large rumpus room, as well as the low maintenance yard.

The achievement in marketing and selling this Sanctuary Point property, therefore, is yet another example of how the staff of Oz Combined Realty work with their clients to bring about the best results possible.

**Getting great results with a minimum of fuss is a speciality of Oz Combined Realty. To make sure you have the help of a team of experts when buying or selling, contact Oz Combined Realty on 02 4441 6033.**



## 2 LOCATIONS OPEN 7 DAYS



*We Get Results!*

**HUSKISSON**



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**SANCTUARY POINT**



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# HOW TO SAVE ON YOUR WATER BILL!

## \$200 rebate available for installation of dual flush toilet

Householders can now receive a \$200 rebate from the State Government for replacing a single flush toilet suite with a dual flush toilet that has a water efficiency rating of four stars or more.

The rebate is being offered as part of the government's climate change policy, which is helping businesses, households, schools, communities and government save energy, water and greenhouse gas emissions.

According to the Department of Environment, Climate Change and Water, single flush toilets are one of the biggest users of water, consuming 12 litres of drinking water with every flush, even when a full flush isn't needed.

A dual flush can reduce this water use to four-and-a-half litres for a full flush and three litres for a half flush, saving households about 25,000 litres or nearly 3,000 buckets of water a year.

Dual flush toilets installed to comply with BASIX (the Building Sustainability Index) for new homes and major renovations are not eligible for a rebate.

To qualify for the rebate you must:

- purchase a new dual flush toilet suite with a water rating of 4 stars or higher (for both the cistern and the pan) between 15 January 2010 and 30 June 2011.
- replace a single flush toilet suite.
- install the dual flush toilet suite in a residential property in NSW.

To find out which dual flush toilet suites qualify for the rebate ask in store or visit [www.waterrating.gov.au](http://www.waterrating.gov.au) for an up to date list of eligible models.

To claim your rebate you need to apply on the official application form which is available online from [www.environment.nsw.gov.au/rebates](http://www.environment.nsw.gov.au/rebates) or call the Environment Line on 1300 361 967.



There is a limit of one 4 star dual flush toilet rebate per property.

From 15 January 2010, the total amount of NSW Home Saver Rebates a household can receive must not exceed \$1500 per property. For example a household might claim a \$150 washing machine rebate, \$150 hot water circulator rebate, \$1000 rainwater tank rebate. In the example, the total NSW Home Saver Rebates claimed is \$1300 which is below the \$1500 household cap.

Applications must be received within six months of the installation date or no later than 30 September 2011.

**If you need advice about household rebates, contact the team at Oz Combined Realty on 4441 7261. They can explain to you which rebates are available and how to apply.**



## 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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