

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SOLD IN JUST 3 WEEKS!



In this Issue of Property News:

- Accentuating the positives when selling
- Selling at the right price
- Responsibilities of the landlord and tenant

HUSKISSON & SANCTUARY POINT



web: www.ozcomrealty.com.au
email: info@ozcomrealty.com.au

Letter from the Editor

Dear Readers,

Autumn has arrived, the weather is crisp and the conditions are perfect for buying and selling properties.

With the worst of the heat over and the cold weather yet to come, it's a pleasure to get out and about, fixing up your house and yard ready for selling, or shopping for a new home for yourself and your family.

Make the most of the conditions, and remember: your home is, or will be, your most important financial asset. It makes sense, whether you're a vendor or a purchaser, to get help from someone who knows the market and can advise you on the best price or property for your needs.

Contact our professional team and we'll be happy to help you.

Kind Regards,

Greg Walsh
Principal



Shop 4 The Promenade
74 Owen Street

HUSKISSON NSW 2540

phone: (02) 4441 6033

fax: (02) 4441 6264

rentals: (02) 4441 7261

Corner Paradise Beach Road &
Macleans Point Road

SANCTUARY POINT NSW 2540

phone: (02) 4443 3222

fax: (02) 4443 2355

NOWRA COMMERCIAL

Suite 101, 45 Kinghorne St.

phone: (02) 4422 1964

fax: (02) 4422 5294

email: info@ozcomrealty.com.au

web: www.ozcomrealty.com.au

Disclaimer Notice: Neither Greg Walsh, Oz Combined Realty, nor Newsletter House Pty Ltd, nor the publishers and editors of articles in this issue, accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. All the information contained in this publication has been provided to us by various parties. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own enquires in order to determine whether or not this information is in fact accurate.

©Newsletter House Pty Ltd 2011

Ph: 02 4954 2100 www.newsletterhouse.com

Keep it positive!

Before putting your property on the market, make sure you eliminate the negatives

First impressions count, so the first few minutes are vital when someone is inspecting your property with a view to buying it.

That means you need to follow the advice of the old song, "**Accentuate the Positive, Eliminate the Negative**", to ensure that prospective buyers like what they see as soon as they arrive at your door.

Assuming you've done everything you can to accentuate the positive, with your property clean, tidy and in a good state of repair, what are some of the negatives that might still have the potential to turn people against the idea of buying your home? And what can you do to eliminate them?



De-clutter

Prospective buyers need to be able to visualise themselves living in the house. Without depersonalising it totally, leave it as clear as possible so they can picture their own furniture and possessions around them. This doesn't mean taking everything off every bench top, but clear the decks of unnecessary paraphernalia, put three quarters of your personal stuff away and you'll be surprised at the difference it makes.



Deodorise

If you smoke or have pets, newcomers to your home will probably notice odours that you have become accustomed to. Or perhaps you have a piece of furniture or old books whose musty smell doesn't bother you but may bring a wrinkle to the noses of prospective buyers. Track down such odours and remove them by cleaning or putting the items into storage. Put fresh flowers around, open your windows if the weather permits and invest in a few aromatic diffusers for various rooms.



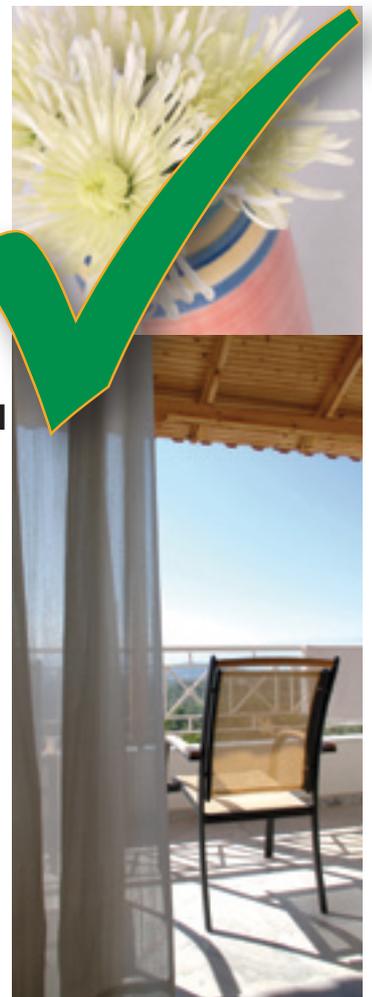
Lighten up

Most people prefer light properties. Besides, if your property's interior is extremely dark, they may wonder what you're trying to cover up. Before your home goes on the market, consider repainting any dark walls in a light, neutral shade. Make sure all the lights work and trim any trees outside windows. Before an inspection, open blinds and curtains to let in as much natural light as possible - and make sure your windows are clean!



Keep your distance

Many people feel intrusive when inspecting a home whose owner is on the premises. If you're at home, keep a low profile and let your agent show the people around.



This will make the process a lot more comfortable for everyone.

Priced to sell

Agent's know-how resulted in quick sale at right price for Sanctuary Point vendor



When selling a property, there are many factors to consider, but probably the most important on is the price you hope to receive.

For most, their property is the biggest financial asset they have, and it makes sense to try to make the most of it.

However, you try to sell it at a price that is higher than reasonable, you are quite likely to create problems for yourself. At the best, your property could sit on the market for much longer than you expect. At the worst, it won't sell.

This is where you rely on the expertise of your agent.

Aware of market prices and with the skills and experience to understand fluctuating trends, your agent is the best person to help and advise you about the most realistic price you should expect to receive for your property.

The ability to take advice from their agent made the difference to the owners of this property in Macleans Point Road, Sanctuary Point.

It was dressed to impress, having been recently renovated, and was ideally located within walking distance of shops, club, school and the shores of St Georges Basin.

Features such as floating timber floorboards through the main living area to the brand new kitchen, spa bath, reverse cycle air conditioning and a large covered rear deck were among its other many attractions.

Despite all these advantages, the owners were prepared to set a sensible price in the hope of selling the home in a short time, rather than inflating the price and having to wait.

"They listened to their agent, Marty Stanfield, and trusted him," said Oz Combined Realty principal Greg Walsh.

"Because the house went on the market at a reasonable price it sold very close to the advertised marketing price and within three weeks, after multiple inspections we had two offers."

Getting the price right when selling a property therefore makes a big difference, first to attracting the interest of buyers and then to receiving the right offer. For help from agents who know how to get it right, contact Oz Combined Realty on 02 4441 6033.

3 LOCATIONS OPEN 7 DAYS



We Get Results!

HUSKISSON

Shop 4, The Promenade
74 Owen Street NSW 2540

4441 6033

SANCTUARY POINT

Corner Paradise Beach Road &
Macleans Point Road NSW 2540

4443 3222

NOWRA COMMERCIAL

Suite 101, 45 Kinghorne Street NSW 2541

4422 1964

Is your rental property fit to live in?



Landlords and tenants both have responsibilities to keep their rental properties in good order

Maintaining a rental property is usually a two-way street involving the input and co-operation of the landlord and the tenant.

Both have responsibilities to ensure that the property is fit to live in and that any urgent repairs are carried out as soon as reasonably possible.

Tenants who arrange to have urgent repairs carried out may be entitled to reimbursement up

to \$1000 provided the work is done by a properly qualified person and provided the damage did not result from a breach of the residential tenancy agreement.

The tenant would also first need to have made a reasonable attempt to notify the landlord of the problem before having the repair work done, and should provide a receipt for the cost.

Details of those responsibilities can be obtained from NSW Fair Trading but, in a nutshell, they are:

LANDLORD'S RESPONSIBILITIES

Before letting a property, the landlord must ensure that it is reasonably clean and fit to live in.

The property should then be maintained by the landlord so that it remains in a reasonable state of repair in regard to its age, its prospective life and the amount of rent being paid.

If the tenant notifies the landlord of a fault or damage requiring urgent repair, the landlord must have the work done as soon as possible.

TENANT'S RESPONSIBILITIES

The tenant must keep the premises in a reasonable state of cleanliness. Any lawns or gardens should also be kept neat and tidy.

The tenant must not damage the property either by intention or negligence. If any damage is caused, the tenant should notify the landlord as soon as possible, preferably in writing.

Unless permission is obtained from the landlord, the tenant cannot attach any fixtures or make any alterations to the premises.

Being aware of these obligations and observing them has advantages for both parties. The property is kept in good order, which maintains and hopefully increases its value for the landlord, while giving the tenant a safe and comfort place to live in.

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
(02) 4443 3222 SANCTUARY POINT