

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

HUSKISSON IS HOT PROPERTY



What was the secret to selling this Huskisson property?

FULL REPORT PAGE 3

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- Creating an inviting home for prospective buyers
- Taking advantages of the market when selling
- What tax deductions are you entitled to?

HUSKISSON & SANCTUARY POINT



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Letter from the Editor

Dear Readers,

Don't let the winter chill turn you off the idea of buying or selling property.

It can, in fact, be the best time of the year to make a sale, as it's mainly serious buyers who are willing to brave the cold to inspect homes. If you keep your garden tidy and make sure the blinds are open to let in plenty of light and winter sun, your home should make as good an impression as it would in warmer months.

Winter can also work in favour of buyers, who have the chance to check out the chill factor of homes and make sure the aspect will suit them.

And remember, whatever the season, we have the experience and expertise to help you, and are more than happy to do so!

Kind Regards,

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Principal



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Give your buyers a warm welcome



Even if the weather is cold and the skies are grey, there are plenty of ways to make your home inviting for prospective buyers.

Light, warmth and colour are three things that can work in your favour when selling a house in winter, so be sure to make the most of them.

LIGHT

People like to see what they are buying, so make your home as light as possible. It will probably be too cold to have the windows and doors open, but you can still make sure there's plenty of light throughout all the rooms. Open curtains, pull up blinds and turn on lights in areas such as hallways where the outside light doesn't penetrate. Table lamps also provide light as well as adding a cosy touch.



WARMTH

When prospective buyers are inspecting, don't skimp on the heating with the idea of saving a few dollars on the electricity bill. Selling the house would be much more profitable! Keep the interior at a comfortable temperature, so that people will realise it is an easy home to heat.

By making sure the heating is pleasantly effective you will not only give people a positive impression - you will also encourage them to linger and have a good look, rather than rushing away because the house is cold. If you have a heater that simulates the flames of an open fire, turn it on too, to enhance the impression of warmth and cosiness.

COLOUR

As well as using colour generally to increase the attractiveness of your home, you can use it in winter to create an impression of warmth throughout your rooms. Brightly coloured afghans and cushions arranged on the lounge, chairs and beds will compensate for the grey day outside.

Arrange some bright placemats on your dining room table, put a couple of bowls of fruit out and find some fresh flowers if possible. And, even though your garden may not be in complete, colourful bloom, you can always display a couple of photographs of it at its best, to show anyone who wants to see its full potential.

Today's home buyer is tomorrow's winner!

Smart marketing made all the difference to the sale of this property in Huskisson.

"We recognised the advantages this property had and marketed it accordingly," said selling and listing agent, Robert Zuzic of Oz Combined Realty.

One of the biggest advantages for this property was its great location, which was highlighted in the marketing for potential purchasers.

As well as being situated within walking distance of all the attractions and amenities of Huskisson, the home is also located just 200 metres from sandy Huskisson Beach. It sits on a huge block of land of more than 1000 square metres, with its 2(b2) zoning offering plenty of opportunity to would-be developers.

Inside there are also many features including space, with the home offering four bedrooms and a study as well as a garage and car port.

With all these benefits, it was decided the home had advantages for all types of purchasers, whatever their intentions or requirements.

"It was clear that it would be suitable for someone who wanted to live in it as a permanent resident, but also would be ideal for use as a holiday home or an investment property," said agency principal Greg Walsh, who specialises



Potential buyers still searching for similar homes in this area

in the Huskisson area. "The zoning also provided the perfect opportunity for anyone interested in developing."

With this in mind the home was marketed as offering a multi-faceted opportunity for its buyers, a message that attracted many enquiries and resulted in a successful sale in less than 35 days.

While the purchaser and vendor are happy with the result, there are others

who wished they had moved more quickly to secure the property.

"Plenty of people who enquired are still searching through Oz for this type of property in Huskisson," said Robert.

For help with buying and selling your property and for all other real estate needs, contact the expert team at Oz Combined Realty on 02 4441 6033.

3 LOCATIONS OPEN 7 DAYS



We Get Results!

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What can you claim on your rental property?

Make sure you know what deductions you're entitled to claim as an investor

With tax time approaching, landlords need to be clear about what deductions they can claim in relation to investment properties.

No doubt you've had some expenses in relation to your property during the past financial year but they won't necessarily all be tax deductible.

Before putting in your tax return, it's essential that you understand what you can claim on your investment property and what you can't.

While you should do your tax return in consultation with your accountant, here are a few tips to help with your preparation.

→ KEEP RECORDS

Make sure you have records for every claim you make and that you keep those records for five years. Among the records you should retain are details of rental income and expenses, insurance details, depreciation reports, records of ownership and the costs of acquiring the property. Even if you dispose of the property, you should also keep records for five years.

→ REPAIRS AND MAINTENANCE

You can claim deductions for the costs of repairing and maintaining your rental property in the year you pay them as long as they relate directly to wear and tear or other damage that occurred due to renting out the property. You can't claim the total costs of repairs and maintenance in the year you paid them if they did not relate directly to wear and tear or other damage that occurred due to renting out your property. These are capital expenses you may be able to claim over a number of years as capital works deductions or deductions for decline in value.

→ TRAVEL

Generally, the cost of travel you incur to inspect or maintain rental properties or to collect rent is an allowable deduction. However, you can't claim travel if you go to the property for private purposes such as a holiday, or to carry out work when the property is not genuinely available for rent or to make repairs for damage that occurred before you made the property available for rent.

→ BORROWING COSTS

You can claim as an immediate deduction the interest on a loan to buy a rental property or to buy land on which to build a rental property. There are other expenses that are deductible over a number of years including borrowing costs such as stamp duty charged on the mortgage, loan establishment fees and title search fees.

For a full run-down on the claims you can make in relation to your investment property, visit the Australian Taxation Office's website at www.ato.gov.au or call 132 861.

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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