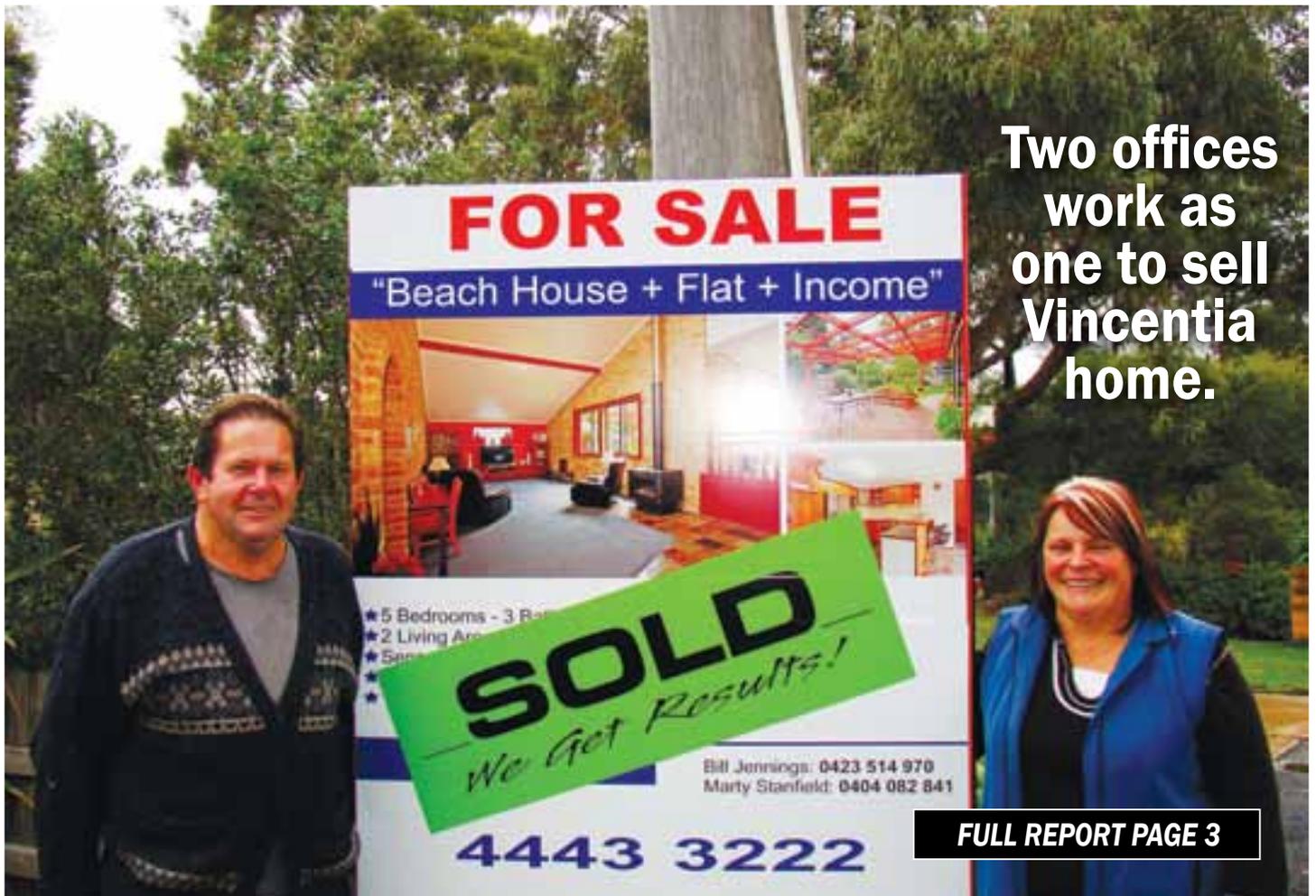


# PROPERTY NEWS

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

## TWO OFFICES WORK BETTER THAN ONE!



Two offices work as one to sell Vincentia home.

**FULL REPORT PAGE 3**

**In this Issue of Property News:**

- Two offices work as one to sell Vincentia home.
- First impressions can make all the difference.
- Does your property pass the water efficiency test?

**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 at our office on 4441 6033.

Kind Regards,

**Greg Walsh**  
Principal



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# Setting the Stage

**First impressions can make all the difference as to whether the “For Sale” sign in front of your house becomes a “Sold” sign after an inspection.**



**For that reason you need to set the stage for purchasers, so that they can imagine themselves living there.**

This is where some home staging tips can help you and give you a more competitive edge in the market.

“Home staging” refers to the knack of preparing a house for sale so that it still looks attractive and comfortable but doesn’t have such a strong personal stamp on it that potential buyers feel they wouldn’t belong there.

That doesn’t mean launching into expensive interior decorating. In fact,

home staging is really the opposite. While interior decorating involves dressing up a house so that it has personal meaning for the owners and reflects their own tastes and interests, home staging refers to removing the strongly personal element from a home while helping it to appeal to the broadest possible range of buyers.

In addition to the usual preparation for sale, such as keeping the home clean and tidy, and ensuring there is as much light and air as possible, home staging involves two main points of action.

## DECLUTTER

This refers to removing your ‘personal footprint’ as much as possible. If you have lots of family photographs, ornaments, souvenirs, children’s drawings and such things throughout the house, take most of them away. Sporting trophies, personal hobby materials and most of your books can be stored in boxes until you set up in your new home. If you’ve turned the study into a craft room, clear it up and turn it back into a study while the house is on the market.

## CREATE SPACE

This is another form of decluttering but relates to the interiors of drawers, cupboards and any other type of storage you have. People often look in cupboards when inspecting a home and if they find them filled to bursting they will assume there is not enough storage space. Give things away, sell them or store them elsewhere, so that you have well presented cupboards and even a few empty shelves here and there. Don’t put everything in the garage either – prospective buyers need to see the space it provides.



# Teamwork makes the difference

Persistence paid off for the owners of this Vincentia property when Oz Combined Realty refused to give up on their determination to find a buyer.

This property offered many charms and attracted a lot of inspections. It had been on the market for a while without success in generating any firm offers. Listing agents Marty Stanfield and Bill Jennings were working extremely hard to promote this property and were starting to feel frustrated, although they were not giving up.

Times were tough and it was time to get smarter - the two teams at Oz (Sanctuary Point and Huskisson) powered together to make things happen.

## Determination and hard work result in sale of this Vincentia property

Their marketing highlighted various features of the property to bring it to the attention of prospective buyers.

Firstly, there was the location at 86 Duncan Street, Vincentia, about 350 metres from the beach with panoramic bushland views. Among its other outstanding attractions was the amount of space it offered, with five bedrooms and two massive living areas.

Add a grand entrance, high ceilings, an entertainer's kitchen, an ensuite with a garden feature and a huge pergola and there seemed to be more than enough

features to catch the eye of a would-be buyer or two.

As a special selling point, the property included a council approved granny flat that had been recently renovated and was generating income.

Working together, the teams from both offices also suggested that the property should be put to Auction. As a result with the increased marketing attracting fresh new buyers and resparking some people that had previously been through the property, we were able to show the property in a new light.

"With a combination of new marketing, open houses, persistence and communication, we were able to find the right buyer." said selling agent Rob Zuzic.

Agency principal Greg Walsh said the successful sale of the property showed the benefit to vendors of having two offices working in their interests.

"The efforts of the Huskisson and Sanctuary Point offices, working together as one, made for a successful result."

**For great results with buying and selling, contact the team at Oz Combined Realty on 02 4441 6033.**



At Oz you get double exposure. Both offices are located in high profile locations and are open 7 days a week.

## 3 LOCATIONS OPEN 7 DAYS



*We Get Results!*

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# Can you charge tenants for their water usage?



**Make sure  
your property  
passes the new  
water efficiency test**

**As a landlord, you need to be sure that you are getting the best possible financial return from your investment property.**

Passing on water charges to your tenants is one way to help your finances, but first you need to be sure that all minimum criteria have been met.

**These criteria include:**

The rental premises must be individually metered (or have water delivered by vehicle, such as those with water tanks on rural properties)

The charges must not exceed the amount billed for water usage by the supplier.

The rental premises must meet required 'water efficiency' standards.

If you are entering a new tenancy agreement from January 31 2011, you must ensure your rented property is water efficient in order to pass on the charges. For all tenancies in place before this date, you have 12 months to make the premises water efficient. You will be able to continue to charge existing tenants for water usage during this transitional period even if the premises are not water efficient. From 31 January 2012, you will need to ensure the premises are water efficient if you wish to continue charging the tenant directly for water usage.

**A rental property is considered water efficient if:**

Showerheads and internal cold water taps and single mixer taps for kitchen sinks and bathroom hand basins have a maximum flow rate of nine litres per minute.

There are no leaking taps anywhere on the premises at the start of the tenancy or when the other water efficiency measures are installed.

If you are not sure whether your existing taps and showerheads meet the required standards, you can carry out a simple test with a bucket and stop watch to check if the flow rate, when fully turned on, is less than nine litres a minute.

For any water fixture made from 2005 onwards, a Water Efficiency Labelling and Standards (WELS) rating of three stars or higher indicates a maximum flow rate of nine litres per minute.

When seeking reimbursement from a tenant for water charges, you must do this within three months of getting the bill, and give the tenant 21 days to pay. You must also give the tenant a copy of the part of the water bill setting out the water usage charges or some other evidence showing how you calculate how much they owe you.

**For more information about claiming water charges from a tenant, contact Fair Trading on 133 220 or visit the website at [www.fairtrading.nsw.gov.au](http://www.fairtrading.nsw.gov.au)**

**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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