

# PROPERTY NEWS

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

# No-stress sale at Sanctuary Point

**What were the skills that put this agent at the top of the owners's approval list?**



**For full details**

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**In this Issue of Property News:**

- **Ways to dress up your home on a budget**
- **Sanctuary Point vendors delighted with sale**
- **Ideas to maximise your rent returns**

**HUSKISSON & SANCTUARY POINT**



web: [www.ozcomrealty.com.au](http://www.ozcomrealty.com.au)  
email: [info@ozcomrealty.com.au](mailto:info@ozcomrealty.com.au)

## 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.

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](mailto:info@ozcomrealty.com.au)

web: [www.ozcomrealty.com.au](http://www.ozcomrealty.com.au)

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Ph: 02 4954 2100 [www.newsletterhouse.com](http://www.newsletterhouse.com)

# There's no need to break the bank!

**Even when you're on a budget, you can dress up your home**

**When you're getting your home ready for the market, it's natural to want it to look its best.**

If, however, you have a limited budget for improvements, you need to plan them carefully, rather than wasting money on work that may not make any difference to whether you sell your home or not.

There are quite a few inexpensive things you can do to both the exterior and interior of your home to make it attractive and inviting to prospective purchasers without breaking the bank.

As many people who are looking to buy a property often want to drive past it first, to check whether it has any appeal for them, it's best to start with the exterior. If the first impressions are favourable, they are likely to want to arrange a full inspection.

**Some low cost improvements to make the EXTERIOR look good include:**

- Repair anything that looks rickety such as a gate or the letter box.
- Keep the lawns and garden tidy at all times.
- Paint the front door.
- Buy a new welcome mat for the entrance.
- Buy an inexpensive but attractive outside light or clean up the existing one.
- Keep your windows clean and remember to open the blinds and curtains during the day to give the home a welcoming and cared-for appearance.
- Use a power spray and/or broom to clean dirt from the exterior of the home and to get rid of cobwebs.



**Some cost effective tasks you can do on a budget to improve the INTERIOR of your home:**

- Get rid of clutter and furniture you don't need. You can store it if you want to keep it.
- Tidy cupboards and drawers and remove or store items to leave some space, creating the impression that the home has plenty of storage space.
- If handles of cupboards and drawers are old, replace them with new ones to create a fresher look.
- Get new mats for inside the front door and the bathroom floor, and keep them fresh and clean.
- Replace any tired or stained taps to give a new sparkle to the kitchen and bathroom.
- Try to keep fresh flowers in the house, either from your garden or bought if necessary. It's worth the small outlay to have the benefits of their fragrance and colours.





**A Stress free sale is the dream of every property owner.**

It was definitely a dream that came true for Margaret and Edward Bunn when they decided to sell their home of many years.

“It was never going to be an easy task but with the help that Oz Combined provided, it made things a lot easier to process” Margaret said.

“Marty Stanfield started immediately to generate enquiry, and it was within days that the team at Oz started showing our property to potential buyers.

“Oz communicated with us the outcome of every every inspection, and within a short space of time our property was sold” Margaret said.

Edward added: “We were ecstatic!

“At the age of 94, I have bought and sold quite a few properties and never have I had such a delightful experience.

“My wife and I are extremely pleased, at the way the whole office worked together to make for a smooth experience” he said.

**In marketing the property, selling agent Helena Daniels was delighted by the immaculate condition, the way in which it had been lovingly maintained by the owners and the fact that the purchasers would have nothing to do but move in and enjoy it.**

Selling points also included the property’s native, landscaped gardens with special appeal to birds.

An excellent view of these gardens is afforded from a large, split level sunroom off the back of the house.

With three good size bedrooms, all with built-ins, tiled living areas throughout, a modern kitchen, double car port and lock-up garage, the spacious brick and

# How to get the sale without the hassles



## Owners delighted with sale of Sanctuary Point home

tile home was well designed to appeal to modern family living.

**When it comes to selling, every owner would like a hassle free experience.**

**Oz Combined Realty goes to every extreme to ensure that this happens. So if you are thinking of selling contact Oz Combined Realty on 02 4441 6033 or 024443 3222.**

## 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**

# Achieving a good return on your rental property?

## 7 steps to improving on your investment

**You have worked hard to have your own investment property, but how do you increase your return on your investment while maintaining a happy relationship with a valued tenant?**

In this article we are going to briefly suggest steps that will help you get the most out of your investment property.

We strongly suggest that before acting upon the information provided in this article, you speak with one of our property managers as well as seeking guidance from your accountant or financial adviser.

Please call any of our property managers at any time for further clarification.

### 1. Increasing the rent

Depending on how long it has been since you last raised the rent, if market conditions have changed in your favour, it may be worth while having one of our property managers reassess the amount of rent you charge your tenants. But in saying that, be careful – you don't want to raise the rent to the point that you finish up with a reliable tenant looking for somewhere else to rent.

### 2. Add a fresh coat of paint

Like many of us, our surroundings can make us feel good or bad about the place we live in.

For the sake of a quick paint job you can save yourself the hassle of having

to find a new tenant, because your old tenant found themselves a more attractive property to rent.

Like most things in life, it's the little touches that often make the most difference.

### 3. New carpets and floor coverings

Its amazing the number of times a prospective tenant has been turned off from renting a property as soon as they see that the carpet is worn out.

New carpet is considered a depreciable plant, but remember to choose a neutral colour that will match most furnishings.

### 4. Outside appearance is just as important in creating a good first impression

A clean and tidy entrance way, a tidy garden, and a mowed lawn are just as important in creating a good first impression as a new coat of paint inside your property.

### 5. Fix up broken things

One couple looking at renting a large apartment which offered among other things a spa bath, immediately changed their positive thoughts about the apartment when they found out the spa bath hadn't worked for the last six months. If you advertise extras like a spa bath - they must work.



### 6. Maximise your tax deductions

With the tax laws changing on a yearly basis, it is worthwhile speaking to a tax specialist who deals with property investment. Plus, you can speak with our property managers who can give you the benefit of their understanding.

### 7. Common deductions you can claim immediately:

- advertising for tenants
- bank charges
- body corporate fees
- cost of repairs
- cleaning expenses
- council rates
- land tax
- insurance
- legal charges

As with any investment, each persons circumstances can demand a different approach. Which is why our team of highly trained property specialists are available to assist you on a regular basis to help you get the best return on your investment property. Please phone us today if you would like some help!

**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**