

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

**3 Houses,
3 Suburbs,
3 Sisters.
It's A Job
For Oz!**



All Sold - All Happy

For full details

SEE PAGE 3

In this Issue of Property News:

- Finding the best person to sell your asset
- A tale of tree sisters - with a happy ending!
- The pitfalls of managing your own investment

HUSKISSON & SANCTUARY POINT



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Letter from the Editor

Dear Readers,

Over the last few months, we have experienced some very exciting sales and in this edition we decided to share one of our success stories.

We hope that you will learn something you didn't know about buying and selling from this wonderful example.

Throughout this edition of *Property News*, we will continue to provide you with tips, industry insights and helpful facts to assist you with your next real estate transaction.

No matter whether you are selling, buying, renting or investing, we can help you.

Please feel free to contact us with your queries, as we have years of knowledge and experience in the industry and we will be only too happy to help.

Kind regards,

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Choosing the right agent



How do you find the best person to sell your valuable asset?

When you're selling your property, you want the experience to be as pleasant and profitable as possible. Choosing the right agent to help you is a big step along the way to achieving these two aims.

An agent can offer expert help in various areas, from giving you tips as to how to present your property for the market to advising you about the price that is most likely to achieve a successful sale.

But how do you know who is the right agent for you?

Ask around

If you haven't dealt with a real estate agent before, a good starting point is to talk to anyone you know who has sold a property and ask the name of the agent who helped them. You can also check recent local sales of properties similar to yours, and contact the agents who sold those properties. As well as providing you with information about the local market, talking to these agents will help you to decide on the one with whom you feel you have the right rapport and trust.

Be businesslike

You need to feel comfortable with your agent but you also need to remember it is a business relationship, with both parties hoping to benefit from a successful result. Don't be afraid to check the agent's experience and to ask how much commission will be charged.

Be realistic

As well as being guided by your agent's knowledge of the market, you should also do some homework yourself to make sure you have some idea of the top and bottom prices you could expect for your property. An agent who suggests a price that seems unrealistically high may not be the best person to sell your home.

Ask questions

The right agent should be able to communicate well and to explain the selling process to you. Ask about costs such as advertising, check the proposed marketing program, enquire about whether open houses would be beneficial and get your agent's opinion about the presentation of your home. The answers should help you to know whether you will be happy to entrust your valuable asset to this agent.

Confronted with a triple challenge, Oz Combined Realty rose to the occasion

It was a trifecta sale with a happy ending for Yasmin Keller of Oz Combined Realty.

The story features three sisters and three houses, each in a different suburb - Vincentia, Sanctuary Point and St Georges Basin.

All houses belonged to the sisters. After deciding to sell their homes and retire together at Coastal Waters Retirement Village, the pressure was on for Yasmin Keller of Oz Combined to bring about the sales in the right time for the sisters to make the combined move.

Their wish to sell represented a triple challenge for Yasmin, as the three homes, apart from being in three completely different locations in the Bay and Basin, were also unique in their own different ways.

This presented Yasmin with the task of marketing each house for its own individual style and location in order to attract the right buyer in each case.

She proved herself to be up to the challenge, selling all three homes successfully and leaving the sisters free to enjoy their later years together in a resort style complex.

These three are just some of the many happy clients who have been helped by Oz Combined Realty to accomplish their dreams of relocating to suit their needs.

A tale of three sisters - with a happy ending!



From Left -
Enid Parsons, Agent - Yasmin
Keller and Mary O'Conner

Commitment to the needs of clients, combined with the willingness to work hard on their behalf, has been a feature of the staff of Oz Combined Realty since the agency opened its doors in 1989. By maintaining their excellent standards of service they have continued to attract

clients and to delight them with the consistently successful results it achieves.

For the best real estate service from a team renowned for its professionalism, expertise and local knowledge, contact Oz Combined Realty on 02 4441 6033.

3 LOCATIONS OPEN 7 DAYS



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Managing your own rental property can be risky!

How to avoid the pitfalls when leasing an investment property!

Investing in property is a great way to generate an income and enjoy the fruits of capital gains over the years. But, it's also a path fraught with danger if you try to manage the property yourself.

One of the biggest dangers facing property owners who try to manage their own investment is navigating their way through all the legislation and regulations that govern rental properties.

It is not unusual for inexperienced property owners who have tried to save money by managing their own affairs to find themselves unable to handle a difficult situation because they don't have the expertise to do so.

Below is an example of what can go wrong. It is not an actual case, but a composite of situations that have been known to arise in real estate.

An investor buys a rental property and leases it to a young married couple

as joint tenants on a 12-month lease. Two months later, the couple quarrel and the young woman leaves the property.

The remaining partner agrees to continue to pay the rent but is unable to do so. Firstly, because he was relying on his wife's income to help and secondly, unknown to the landlord, he's lost his job because he was unable to handle the stress of a marriage breakdown.

He assures the owner that everything will be all right and he will be able to continue paying the rent but the situation worsens until finally he is months in arrears.

To make matters worse, the property owner in attempting to get access to the investment property to make the tenant pay the rent has breached the provisions of the Residential Tenancies Act. The situation is compounded by the tenant's refusal to vacate.

In despair, the investor contacts a professional property manager who realising the gravity of the situation advises him that the only way to resolve the issue is to go to the Tenancies Tribunal.

The tribunal orders the tenant to vacate and pay the arrears and make good the costs but in reality the tenant is found to be in hardship and unable to pay the debts. He has to come to an arrangement to pay the money over a period of time.

What is the lesson to be learned from this situation?

Landlords should act at arms length when dealing with tenants by appointing a professional property manager who understands the pitfalls and traps involved in the leasing process.

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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