

# PROPERTY NEWS

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

# Perseverance Pays Off!



**How did this home sell for a great price in a tough market?**

For full details

**SEE PAGE 3**

**In this Issue of Property News:**

- Tips for navigating the house hunting trail
- Perseverance pays off!
- How can negative gearing help investors?

**HUSKISSON & SANCTUARY POINT**



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## Letter from the Editor

Dear Readers,

When you decide to enter the real estate market, you are constantly seeking information to assist you.

This is why *Property News* is such a wonderful tool to help you with these difficult transactions.

The real estate industry can be a little daunting for those who have little to do with it and this is why we are here to help.

If you have any questions relating to buying, selling, investing or anything else to do with real estate, we would love to share our knowledge and expert advice with you.

We will be only too happy to help.

Kind regards,

**Greg Walsh**  
Principal



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# Finding the **RIGHT** home

Tips for  
navigating  
the house  
hunting trail



***Sometimes it's hard to see the wood for the trees when you're house hunting.***

Rather than looking at everything, it's a good idea to narrow down your search before you start by deciding what's important to you.

### Location

For example, will your life be easier if you are within walking distance of work, schools, shops, transport or other amenities? If these are crucial factors, you can narrow down your search.

If your purpose in buying is to have an asset that you can sell at a profit in a few years, location is a vital factor in your purchase. The old saying about the advantages of buying "the worst house in the best street rather than the best house in the worst street" has been tried and proved true over time.

### List

Making a list about what you really want in a property can save lots of time when you're looking. It also helps to note down what you like and don't like about living in your current property and location. This assists in focusing on what you really want from your new property. Then, when you're looking, check your list against the features of the properties you inspect and see if they tick all or most of the required boxes.

### Loan

The best way to break your heart when house hunting is to find the house you want, only to learn you can't secure the required finance. Find out first how much you will be able to borrow, and don't be tempted to look at properties outside that range. This saves time and disappointment when you're on the house hunting trail.

**Market conditions were tough but persistence and determination won the day for both owners and purchasers of this St Georges Basin home.**

Located at 7 Keldie Close, St Georges Basin, the home was beautifully presented and priced to sell.

Add to this its situation a culdesac location and it was not surprising that it attracted many inspections and a number of offers.

Nevertheless, and despite well-attended open houses most weekends. It took patience to find the right buyer.

“The home had the advantages of excellent presentation and location but the market conditions were tough,” said selling and listing agent, Bill Jennings, of Oz Combined Realty. “However, our determination and persistence paid off and both the owner and the purchaser were delighted with the outcome. “

Marketing of the home drew attention to the fact that it was designed with family lifestyle in mind, offering an open layout, four bedrooms all with built-ins, modern kitchen, double garage and paved entertaining area.

While the agency continued to highlight the property's features and persevered with open days, the owners also did their bit by maintaining the excellent presentation and making it available for inspections. In the end this co-operation paid off when the right buyer was found and taken to the property to inspect it.

Whatever the market conditions, clients of Oz Combined Realty can rely on the agency's experienced team to look after their real estate needs with dedication and commitment to their requirements.

They offer a wide range of services in the Jervis Bay and St Georges Basin areas,

# Owners delighted with sale outcome



including sales, auctions, property management and project marketing. With offices at both Huskisson and Sanctuary Point, they are well placed to know what is happening in the area and to assist clients with all real estate needs.

**For help from agents who understand the local market and are known for their commitment to their clients, contact Oz Combined Realty on 02 4443 3222.**

***This agency doesn't know the meaning of 'give up'!***

## 3 LOCATIONS OPEN 7 DAYS



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*We Get Results!*

# To gear or not to gear?

## What is negative gearing, and how can it help investors?

### Is negative gearing really a good investment strategy?

The question is often asked by property investors, many of whom do not fully understand the meaning and implications of negative gearing.

In a nutshell, the answer is that it is really more a tax strategy.

Basically, negative gearing occurs where the costs of renting out an investment property outweigh the rental returns that are received from the rental of that property.



The cost of the loan (i.e. interest on mortgage repayments and stamp duty etc) is taken into account when calculating whether the investment is running at a loss. Some of the other costs of running a rental property that can be used to negatively gear a rental property include body corporate fees, building depreciation, cleaning costs, council rates, insurance costs, land tax, repairs, maintenance and water bills.

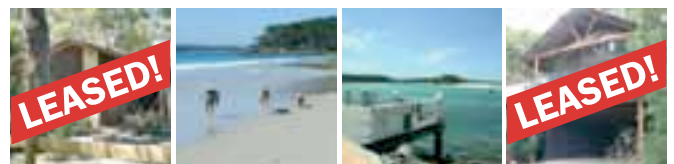
If the investment is shown to be running at a loss, the Australian Taxation Office allows investors to offset this loss against their income tax assessment.

This means that negative gearing on rental property is more a tax strategy than an investment strategy. While it can help property investors to reduce their taxable income in the short to medium term, it should not be considered the main reason for investing in any property.

There are, of course, obvious tax advantages to the negative gearing of a rental property. But the purpose of investing, after all, is to receive a positive cash flow and to make a profit. Over the longer term at least, you should be aiming to make a profit from your rental returns rather than a loss.

**By making a loss in order to negatively gear your investment property, you may be relying too much on making a huge profit when it comes time to sell your property at some point in the future.**

**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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