

# PROPERTY NEWS

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

## Oz Shows The Way!

# SOLD On Auction Day



**What was the secret to the successful sale of this Sanctuary Point property on auction day?**

**For full details**

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*In this Issue of Property News:*

- Getting ready for an open house
- Oz shows the way!
- How to get a good return on your investment property

**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,

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,  
**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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# Getting ready for an Open House

**There's nothing like the prospect of guests to inspire a whirl of house cleaning.**

And when you're opening your property to an unknown number of people, one of whom you hope will buy it, there's even more reason to get out the vacuum, duster and household cleaners and get ready for action.

As well as cleaning your property, you will want to ensure it is inviting to purchasers. So, while you need to make it as appealing to them as possible, you should also remove some of the personal touches that have made it yours, such as family photographs, sporting trophies, holiday souvenirs, children's drawings, appointment reminders and paraphernalia on the fridge.

In addition to removing most of your personal items, it's also a good idea to declutter your property. You've probably arranged your furniture for your family's comfort and convenience, but now it's time for a change. Clear counter tops and remove some furniture to make your rooms look more spacious. Try to take at



least one piece of furniture out of every room, and rearrange what's left to provide the best effect. It's even worth considering putting some furniture into storage to improve the appearance of your home and to make it easier for people to envisage themselves living there.

As well as being fresh and clean for the inspection, your property should also smell that way. Try to keep fresh flowers throughout the house. Room fresheners can also be used, but keep them in inconspicuous areas, so that people don't wonder what you're trying to hide. If you have pets it is advisable to keep them outside or even get friends to take them for the day. Potential buyers will not necessarily love them or their fragrance as much as you do, and might even be allergic to them.

It's a lot of work but it's worth the effort to make your property clean, sparkling and ready for inspections.

By making it as attractive as possible to buyers, you're likely to sell it more quickly and also to get a better price for it.



**When the market is challenging, Oz Combined Realty Bay & Basin rises to that challenge.**

That was the feisty attitude that recently resulted in an outstanding auction sale for the owners of 80 Walmer Avenue, Sanctuary Point.

It was an outcome that centred on the ability of Oz to make the right choice about putting the property up for auction.

“Oz take careful consideration when deciding if a property should be auctioned,” said Bill Jennings who was the listing and selling agent for 80 Walmer Avenue. “When the right choice is made, the right result will be achieved.”

As usual with Oz in the driver’s seat, the choice proved to be correct.

There was immediate interest in the property, thanks for the skilled marketing that drew attention to its various advantages. Prominent among these was its elevated position, providing a captivating view of the Basin and also ensuring the presence of cooling sea breezes.

The marketing also highlighted the tasteful décor of the interior with four bedrooms, three bathrooms, polished floorboards, a large modern kitchen and living and entertaining areas. Ducted air conditioning upstairs and reverse cycle air conditioning downstairs ensured comfort in winter and summer. The fully landscaped property also offered a drive through garage leading to a further large garage with workshop and kitchen areas.

With all this ready to move into, combined with the capable pre-auction marketing, it was not surprising that the property attracted 25 inspections, three registered bidders and sold under the hammer on auction day.

# Bring on the challenge!

**“When the right choice is made, the right result will be achieved.”**



It was yet another great result for the agency that has been known for its hard work and commitment to clients since it opened its doors in 1989.

With locations at Huskisson and Sanctuary Point, Oz offers a full range

of services, including sales, auctions, property management and project marketing, seven days a week.

**For help with all real estate needs, contact Oz Combined Realty Bay & Basin on 02 4443 3222**

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

## 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**

**4422 1964**

# How to get a **good return** on your investment property

**When you buy an investment property, you're investing a lot of money in your future.**

So you want to make sure you do everything you can to ensure you achieve a good return on your investment.

## Some of the ways to do this include:

### Do your homework

You're investing a lot of money in this venture and you don't want risk your financial future by acting too hastily. Do some research before committing. Check valuations and recent prices on reputable real estate websites to ensure you're making a wise decision.

### Watch your finances

Don't get your hopes up before knowing you have the wherewithal to buy. You could waste a lot of time looking in the wrong price bracket and then finding you can't borrow enough money.

### Check the demand

There's no point buying an investment property unless you can be sure it will be tenanted. One way to do this is to buy close to facilities such as shops and schools. People usually want to live close to such facilities and will look for rental accommodation nearby.



### Think long term

Don't buy an investment property hoping to cash in on a boom in the next couple of years. Rather than trying to predict what the market will do, you're better to set your sights on buying the type of property for which there is an established demand so that it will bring in the returns you want.

### Find a good property manager

Once you have your investment property, you want to make sure it is

managed properly. A good property manager can take the worry out of such things as finding the right tenants, collecting rents and seeing that the property is well maintained. Make sure your property manager is licensed, has local knowledge and understands the importance of communicating regularly with you about your investment property.

**Follow these tips and you'll be well on your way to a happy future as a property investor.**

## 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