

# PROPERTY NEWS

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

# THE PROPERTY MARKET IS MOVING



**For full details**

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## Letter from the Editor

Dear Readers,

So much has happened since our last edition of *Property News* and in this issue we will give you an update on everything you need to know.

Whether you are selling or buying or are the owner of investment property, you need to keep up to date with the latest industry news.

In this edition, we will cover important issues that give helpful and current information on everything you should know.

This industry is extremely fast paced and it can be confusing to keep up with things, so if you have any questions please feel free to contact us.

We will be only too happy to help.

Kind regards,

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# Things to do before selling your property

## How to make sure a property is ready to go on the market

**So you've decided to sell your property and you want to know how to make it as pleasant and profitable an experience as possible.**

With the help of a savvy real estate agent you can prepare your property for the market and decide on the right price for it, but first you need to decide what you will do after the event.

If your property sells quickly, you don't want to find yourself with nowhere to go, or paying expensive rent while you think about what to do. So the first thing to do is decide why you are selling and where you want to live afterwards.

Are you upgrading or downgrading? How many bedrooms will you want? Are you moving to another area or staying in the same neighbourhood? Do you need to be near amenities such as shops and transport? Are you a gardener or would you prefer a low maintenance yard? What type of price range will you be considering if you receive the expected price for your property?

These are all things you need to think about before putting up the For Sale sign. Decide on the area where you want to live after selling and check out the properties and prices. Talking to real estate agents is a great way to learn about the advantages

and disadvantages of various areas and to find out about any planned developments.

It's then time to get your property ready so it presents in the best possible way to would-be buyers. Expensive renovations won't pay off but look after any maintenance issues, clear the decks as much as possible and make sure both the interior and exterior are as clean and tidy as possible.

You'll also need to talk to your agent about setting a price for your property. While you naturally want to get as good a price as possible, be guided on this, as an overpriced property can sit on the market for a long time, causing people to wonder if there is something wrong with it.

**If you follow these steps, you'll find selling a property is a positive experience rather than the stressful event it could be if you didn't prepare properly.**





**Brian and Carole Somerfield are testament to the adage “when you’re on a good thing, stick to it.” This Vincentia couple were confident that their home would realise its true worth.**

Their confidence in Oz Combined Realty’s prediction that the market would “come to them” was realised when their architect designed, four-bedroom, Vincentia property sold at the price they wanted.

Neither Brian nor Carole had any doubts during the campaign that their faith would be rewarded.

“The market was tough when this high-end property in Minerva Avenue was first listed, but we were confident that if Brian and Carol were patient they would get a good result. Selling the higher price properties in this market can be challenging. Yasman said.

“I knew I had to just continue with my effective marketing & commit to selling this property. I have strategies in place and I am confident that they work,” said Yaz.

“All of the signs were there that buyers would return to the high end, it was just a matter of having the experience and knowledge to be able to read the market.”

Carole couldn’t agree more.

“The world would be a better place if everyone was as efficient as Yaz Keller from Oz Combined,” she said. “Yaz was both reliable and caring, making selling just that much easier,” Carole said.

“Overall, the whole experience of selling can be overwhelming. It makes a big difference when you have someone that genuinely cares to make the whole process a pleasant experience.”

# Vincentia Couple Have Faith In Oz



The Somerfield’s home was located in a particularly desirable pocket of Vincentia, boasting views out over Jervis Bay from just about every room.

Architect designed as a light and bright, open plan building, it had four large bedrooms, two separate living areas, three bathrooms including a massive spa bath ensuite off the main bedroom and a number of verandahs designed for entertaining. A quality kitchen with a large pantry and breakfast bar completed the picture of a home designed for pleasure.

A spectacular heated inground pool of quartz stone completed the picture along with a large two-car garage that afforded drive through access in addition to the separate side access.

Yasmin advised the sale of 91 Minerva Avenue Vincentia is just one of a number

of sales recently by Oz Combined Realty that have underscored the return of serious buyers to the market.

“Some in the industry are still talking the market down but being aware of what is happening is all about talking to your clients and having the experience to analyse the trends,” Yaz said.

“Sure, we could have taken the easy option with Minerva Avenue. We had numerous inspections and a number of offers but we advised our client that if they held out they would enjoy the rewards and that certainly proved the case.”

**“We were so happy with Yaz’s service and would have no problems in recommending her and the Oz Team for their ability and commitment to sell property” Brian said.**

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

## 3 LOCATIONS OPEN 7 DAYS



*We Get Results!*

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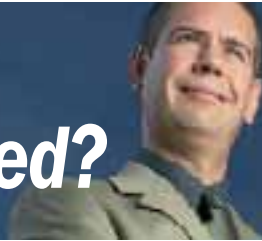
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# INSURANCE 101

*Is your investment property underinsured?*



If a fire broke out on your property and you had to claim the damages on your insurance, would you be covered?

**For some reason there is a false belief amongst Australian property owners that their investment property would be insured if anything happened and they would be covered financially. However, it is not until something goes wrong that they realise the harsh reality.**

Insurance is an extremely important issue and taking out the right cover could save you from a possible financial disaster.

In this article we detail a number of options you need to consider when you need to insure your rental property.

House and strata title properties have very different policies. Landlords should be aware of the different exclusions.

Individual title properties may hold a building insurance policy, which can include cover for public liability. Some Body Corporates are required to hold Building and Liability Insurance, however the policy usually excludes actual units or townhouse properties from the paintwork inward.

This type of cover can catch landlords out as it leaves them without public liability coverage. Landlords may take out a separate 'Landlord Contents' policy to

protect themselves and they should also take out their own contents insurance to protect personal belongings.

Typical building and landlord contents insurance policies do not cover rent or damage caused by a tenant.

There are some insurance policies available that provide coverage against rent default for up to six weeks, as well as the malicious and accidental damages caused by the tenant, their family or their guests.

Insurance premiums can be costly, but there can be different risks involved in owning a rental property, so it is worth the extra expense.

Even the most reliable tenant can experience the loss of employment, illness or could find themselves struggling financially.

The right kind of policy should provide comprehensive rental insurance for strata title properties as well as landlord's contents and public liability.

A building insurance policy should be maintained in addition to the standard policy for individual title properties.



## KEY POINTS

Consumers should remember some key points when considering home insurance, including:

1. Even if you think you have enough insurance, you should check your level of cover, particularly if you haven't increased it for a number of years.
2. If you think you can't afford to increase your cover, consider changing your excess and using the money saved on the premium.
3. If you have calculated your level of cover by taking the purchase price of your property, and deducting the value of the land, then you are at risk of being underinsured.

**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!

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