

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

FOR SALE **SOLD** *We Get Results!* IN JUST 2 DAYS



For full details

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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,

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What makes a great property?

Investing in the Australian dream of owning your own property still proves to be a wise investment

Australians have traditionally had one of the highest home ownership rates in the world.

Sinking money into 'bricks and mortar' has been seen by most Australians as the means to create wealth and prepare for a comfortable retirement.

What effect will increasing consumer debt, higher petrol prices and rising interest rates have on the desirability of investing in property?

There is no doubt that Australians have been more reluctant to invest in property in the past 12 months than previously, especially in the wake of recent interest rate rises.

As we all know, it's great to be able to rent a property when the vacancy rate is high, but when rentals become scarce on the ground who wants to be at the mercy of the landlord? There is no doubt that owning your own home provides you with a strong sense of security.



Real estate may bring lower returns in the short term than some other forms of investment, but purchasing a property is still according to most experts a sound long-term investment.

Finding a suitable property that represents good value and will provide you with capital growth potential can be difficult.

The internet is a great source for property hunting but there are huge variations in affordability even between adjoining suburbs in the same area, that make it hard for an amateur investor to determine what represents a bargain.



It is a far better strategy to engage the services of a reputable real estate agent, who can help you to find a home to suit your requirements and your budget.

Not every buyer has the same needs or circumstances.

By far the most common reason given by Australians for investing in real estate is to provide a secure long-term future.

A significant number of younger Australians today are purchasing real estate while still living rent free at home, effectively renting out their future home and increasing their equity and wealth.

Many older people find it reassuring to have the security of a property rather than rely on the uncertainty of financial markets.

Among the other advantages of purchasing property in today's market is shopping around for good deals on finance.

It is probably best to seek financial advice on your plans. You should think about the long-term implications of buying, including the potential effects of interest rate rises or the loss of income, for instance. Legal advice is also recommended before purchasing property.

When all the sums are done and you have made the decision to buy real estate, make sure you speak with your local agent about what properties are available that meet your needs.

So whatever your situation in life, and as long as you take good advice and approach the purchase as a business decision, real estate still represents a great long-term investment in Australia today.

For the happy owner of this Vincentia property there was hardly time to blink.

In fact, just two days had passed before their property was sold, satisfying everyone involved.

In that time the three-bedroom property at 16 Towry Crescent, Vincentia, attracted 10 inspections and one offer.

It's the type of outstanding result that home owners enjoy when they put their property in the hands of Oz Combined Realty, the agency that is so well known for its hard work and commitment to clients.

The advantage for this sale was the willingness of the owner to listen to the agent's opinion regarding the presentation, marketing and selling price.

Because of this, the property was priced to sell and presented for today's market.

The two storey property highlighted its leafy and private location in an exclusive street as well as the spectacular north-east views over the bay from its large, full-length balcony and master bedroom.

Selling points inside the home included its bright and open living areas, modern kitchen, a new bathroom complete with spa bath and a spacious downstairs area with potential for a rumpus room or guest retreat.

As well as knowing how to market the property, Oz Combined knew just where to find the right purchaser.

"The purchaser had just sold with our agency and was on our database," said listing agent Robert Zucic.

Selling Agent Marty Stanfield said "The timing was perfect. I had just completed

Priced to sell

Agent's advice resulted in an effective sale for this Vincentia property



the sale for my client in Sanctuary Point. I knew that they wanted something in Vincentia and this property seemed perfect. It was in the right price bracket and had a great view."

So it was an Oz Combined success all round, continuing the agency's practice of offering the best real estate service to its clients.

The agency staff's knowledge of the beautiful Jervis Bay and Basin area is another factor in their ability to help home owners sell at the right price and to lead buyers to the properties that are right for them.

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

Sell

with



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What can you claim on your rental property?

Make sure you know what deductions you're entitled to claim as an investor



With tax time approaching, landlords need to be clear about what deductions they can claim in relation to investment properties.

No doubt you've had some expenses in relation to your property during the past financial year but they won't necessarily all be tax deductible.

Before putting in your tax return, it's essential that you understand what you can claim on your investment property and what you can't.

While you should, of course, do your tax return in consultation with your accountant, here are a few tips to help with your preparation.

→ KEEP RECORDS

Make sure you have records for every claim you make and that you keep those records for five years. Among the records you should retain are details of rental income and expenses, insurance details, depreciation reports, records of ownership and the costs of acquiring the property. Even if you dispose of the property, you should also keep records for five years.

→ REPAIRS AND MAINTENANCE

You can claim deductions for the costs of repairing and maintaining your rental property in the year you pay them as long as they relate directly to wear and tear or other damage that occurred due to renting out the property. You can't claim the total costs of repairs and maintenance in the year you paid them if they did not relate directly to wear and tear or other damage that occurred due to renting out your property. These are capital expenses you may be able to claim over a number of years as capital works deductions or deductions for decline in value.

→ TRAVEL

Generally, the cost of travel you incur to inspect or maintain rental properties or to collect rent is an allowable deduction. However, you can't claim travel if you go to the property for private purposes such as a holiday, or to carry out work when the property is not genuinely available for rent or to make repairs for damage that occurred before you made the property available for rent.

→ BORROWING COSTS

You can claim as an immediate deduction the interest on a loan to buy a rental property or to buy land on which to build a rental property. There are other expenses that are deductible over a number of years including borrowing costs such as stamp duty charged on the mortgage, loan establishment fees and title search fees.

For a full run-down on the claims you can make in relation to your investment property, visit the Australian Taxation Office's website at www.ato.gov.au or call 132 861.

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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