

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Call Oz to get sold!

How did Oz sell this Vincentia home when others couldn't?



In this Issue of Property News:

- Property planning checklist
- Call Oz to get sold!
- Choosing the right property manager

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Letter from the Editor

Dear Readers,

We are very proud to bring you this edition of *Property News*.

With so much happening in the industry, we had no trouble filling this edition with interesting and informative articles to help you with your real estate needs.

As we only have a limited amount of room to cover the basics of each topic we would be only too happy to meet with you and discuss your individual needs.

Getting involved in the real estate market can be overwhelming but with the right guidance and information, we can make the process more enjoyable.

If you have any queries, please drop in and see us at our centrally located office.

Kind regards,

Greg Walsh

Principal



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Property Planning Checklist

SELLING

To help you get a head start with planning your next move, here is a checklist that will hopefully point you in the right direction!



Make sure your lawns are mowed and the gardens are presented at their best. Buyers don't want to look at your property thinking this needs a lot of work.



Ensure the entrance way is inviting. A nicely painted door and a clean entry adds to the first impression you are trying to create.

Add a coat of paint where necessary. Clean or re-paint the walls, ceilings, skirtings and doors. A clean and freshly painted home invites people in!



Clean the entire home. Start from the windows and work your way through. Create a gleaming presentation!

Have the carpets professionally cleaned.



Clear away clutter. Buyers like the feeling that there is room to move and over packed rooms can appear cramped.

Make sure your home is tidy. Ensure there are no dishes lying around to be washed, make the bed and make sure the bathroom looks its best.

Fresh flowers and a couple of colourful magazines on the coffee table invite you to sit down and relax. Don't go over the top with strong incense or perfume as some people may have an allergic reaction.



Leave on bedside lamps to add warmth. In summer, leave the air conditioner on. In winter, turn on the heater or light the fire.

Repeat visits require extra effort. Buyers who are interested in your home are always more critical on repeat visits, so make sure the place is just as well presented the second time around!

Oz Combined Realty have done it again!

With a commitment to getting results for their clients, the Oz agents show again and again why they are so well known and respected in the Jervis Bay and St Georges Basin areas.

This Vincentia property is no exception to their rule of achieving exceptional results.

For over 12 months, the owners of 47 Illfracombe Avenue, Vincentia, had their property with the other agents.

The property has plenty of attributes including a spacious design and wide views of Jervis Bay. But it didn't sell.

Finally the owners had had enough of waiting, they turned to Oz Combined Realty, attracted by what they had heard of the agency's excellent service, local knowledge and ability to make sales when other agencies couldn't.

They were not disappointed. Their interest was sparked by a fresh new marketing campaign which highlighted the attractions of the property and its great location, prospective buyers were soon lining up for inspections.

Before long there were several offers and, within seven weeks of the house going on the market, it was sold.

"Oz achieved great results for both the owners and purchasers," said Yaz Keller.

Explaining how Oz had succeeded where the other agencies hadn't, she added that Oz believes it is not possible to sell a secret, and therefore works very hard to generate a lot of interest in a property in order to create inspections.

SOLD - in just seven weeks!

**Twelve months with one agent
- only seven weeks with Oz**



To sum up, as agency principal Greg Walsh said: "When Oz take on the task of selling your property, they commit to it in every way."

For a full range of real estate services and top results from a dedicated team, contact Oz Combined Realty on 4441 6033.

Buy

with

Oz

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Choosing the right Property Manager

Buying an investment property is an important step forward in your financial future

The right management helps to minimise the risks and maximise the returns associated with your new ownership.

One of the best ways to do this is to employ a property manager to help you.

The right property manager can take most of the work and worry out of owning and running an investment property, leaving you free to enjoy the financial benefits. Some of the tasks a property manager can take off your hands include finding suitable tenants, conducting regular inspections, advising you when maintenance and repairs are needed and organising that work on your behalf.

So far so good. But how do you choose the right property manager?

First, make sure you select a property manager with plenty of experience and one who keeps up to date with the real estate law as it applies to rental property. The right manager will know the importance of keeping your property tenanted so that it continues to generate income for you.

When deciding on a property manager, you should check that they already have experience in choosing suitable tenants.

A property manager who understands this process will have the ability to assess prospective tenants and check their references before entrusting them with your property.

It's also important to feel confident that you will be able to communicate with the property manager. A manager should be prepared to keep you fully up to date in relation to matters affecting your investment property. In turn, you should know that your

property manager will be easy to contact and approachable whenever you want to discuss anything about your property and tenants.

Don't be afraid to ask questions when you are assessing the person who will be managing your investment property.

In this way you'll both know where you stand and can work together to make a success of your investment.



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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