

# PROPERTY NEWS

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

# SOLD BY OZ

*Hard work and commitment pays off*



The sale of 11 Hogbin Crescent Sanctuary Point proves that now is a good time to be selling in the local area

*In this Issue of Property News:*

- Steering potential buyers your way
- Methods used to sell your home
- Keeping children safe

**HUSKISSON & SANCTUARY POINT**



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## Letter from the Editor

Dear Readers,

We at Oz Combined Realty are proud to bring you this exciting edition of *Property News*.

Over the past few months we have been working very hard to deliver outstanding results for our clients and in this edition we decided to share one of these remarkable stories.

Learning from others' experiences is the best way to make the right decision when it is your turn to buy or sell and this is why this informative publication is so useful.

As we can only cover a limited amount of detail in our newsletter, we are happy to meet with you, so that we can impart our local knowledge and experience to help you when 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.  
Yours faithfully,

**Greg Walsh**  
Principal



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## How does presentation help to entice potential buyers to inspect your home?



# Steering buyers up your garden path

**Most people know that ensuring your home is immaculately presented for inspections is vital when trying to attract a buyer.**

But many people do not realise that the appearance of your front yard is just as important.

The front yard should draw people into your home, so you need to make sure it appears inviting not repelling.

### 1. Letterbox presentation

Ensure the letterbox is clean and make sure the street number is clearly visible. In some cases a brand new letterbox can add to the value of your home.

### 2. Clean driveway

The driveway should be clean, so remove any oil stains or tyre marks to immediately improve the initial presentation.

### 3. Create neat pathways

Pathways should be clear and safe to walk on. People should not be ducking and weaving tree branches on their way to the front door.

However, it is a great idea to plant smaller plants or position potted flowers on each side of the path, to create a more inviting feel.

### 4. Garden maintenance

Prune trees, weed the garden and rake up fallen leaves from the lawn. If you have an empty garden bed, it will not take you long to plant something small, and the end result is worth the effort.

### 5. Off-street parking

If your property does not have off-street parking it is a good idea to create a designated space with gravel or pavers. In city areas, off street parking is a huge selling factor so take this into consideration.



# Hard work and commitment from the team at Oz is what sold this property.

**Properties don't just sell themselves: It takes a dedicated team that is prepared to put in the hard yards and that's what you get when you sell with Oz.**

**The key to a great selling result is employing an agent who has the knowledge and the skills to market properties to meet the changing dynamic of the real estate market.**

With the help of an experienced agent, achieving a sale is not just a dream, it's a very real possibility.

In this report, Property News speaks with Oz Combined Realty's Agent, Bill Jennings who will reveal how the team sold this Sanctuary Point property.

**The property at 11 Hogbin Crescent, Sanctuary Point had plenty to offer buyers but how did the team from Oz Combined Realty sell the home with great results?**

There are many different approaches when it comes to selling property.

At Oz Combined Realty your property is treated as an individual, therefore the methods used for selling and generating purchasers with depend on all different factors. Bill says "It is very unusual that properties are identical so they all deserve to be looked at for their own merits".

This particular property was a pleasure to market from the location at 11 Hogbin Place, Sanctuary Point. The property was a 4-bedroom family home brimming with features, including a huge master bedroom complete with WIR, ensuite and spa along with a stunning alfresco area for entertaining and many other attractions.

Bill Jennings worked tirelessly to find the right buyer in a very competitive market. The open houses proved valuable by generating

16 inspections and a few offers. Before long all of Bill's hard work and efforts paid off as the property was sold – close to the asking price.

Bill accredited this successful sale to Oz Combined Realty's efforts and marketing campaign along with professional photos and perfect presentation, which allowed the house to intrigue peoples interest.

**The Oz Combined Realty team pride themselves on their highly effective marketing techniques and therefore if you are thinking about selling and would like to employ an agent who knows exactly how to sell your home for the right results, talk to the team from Oz Combined Realty. Contact Sanctuary Point on 4443 3222 or Huskisson on 4441 6033**



# Sell

with



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**An open window or a balcony can present an irresistible temptation to a curious child.**

And, in a split second, that child can suffer terrible injuries or even death as the result of falling from the window or balcony.

Each year in Australia around 50 children fall from windows or balconies, with many suffering serious injuries as a result. Some of these falls are fatal.

With many families now choosing to rent in medium to high rise developments, it's important for tenants to understand how dangerous it can be to leave small children unsupervised near unsecured windows and balconies.

Landlords can help by supporting the NSW Government's "Think child safe" campaign, designed to raise awareness of the issue and to decrease the risk by passing on a few simple safety tips to their tenants in this regard.

**These include:**

- DO lock balcony doors and windows when the balcony is not in use.
- DO keep furniture and other things children can climb on away from windows.
- DO fix windows open at no more than 10cm, or fit secure window guards. Ensure that the windows can be opened only by adults.
- DON'T rely on flyscreens to keep children in. They are not usually strong enough for that.
- DON'T put furniture and pot plants near balcony edges. Children can climb or stand on them.
- DON'T put lightweight furniture on a balcony. Children can drag it to the edge and climb on it.

In relation to balcony rails or fences,

# Safety first for children



it's also important to be aware that the standards under which older buildings were constructed may be different from today's standards. New balcony rails or fences must be at least one metre high with no gaps wider than 12.5 centimetres. On high balconies, footholds must be restricted to prevent climbing.

And it's not enough to ensure that your

own home is safe in these ways for your children. When you visit other people's homes, check for potential dangers such as open windows and balconies.

**Above all, keep a close eye on your child at all times. For more information visit [www.kidsafensw.org](http://www.kidsafensw.org)**

## 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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