

# PROPERTY NEWS

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

## ANOTHER OZ AUCTION HAS SOLD

Making it now 6 out of 6 properties that have successfully sold on the day of their auction



Oz Combined, Robert Zuzic,  
Sale 250 Elizabeth Dve, Vincentia

### In this Issue of Property News:

- Auctioning your home could prove a Winner!
- 10 Tips to Greening Your Bathroom & Saving Money
- The Value of having a Professional Property Manager

### HUSKISSON & SANCTUARY POINT



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## Letter from the Editor

Dear Readers,

Auctions are proving to be a real winner - with our latest series of five Auctions giving our valued clients sale after sale as five local residents realised their dreams of selling quickly on the day.

Many people often debate the best approach to selling, but at the end of the day results are the only key to making your choice.

Which is why we are going full steam ahead with our Auction program, due to the terrific success local residents are experiencing by selling through our fast and effective Auction marketing campaign.

Not sure how to sell your property then call us to discuss whether an Auction would be the right approach for your property.

Kind regards,

**Greg Walsh**

Principal



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# 10 Tips to Greening Your Bathroom & Saving Money



## These suggestions will help you save money and the environment

**The bathroom in a western property uses around 40% of the household's water consumption with a little over half of that coming from flushing the toilet.**

Many people clean their bathrooms with toxic cleaners which linger in a small room where ventilation is often poor.

Water use in the bathroom can easily be cut by up to 22%.

Here are ten tips you can put in place to help save the environment, save money and save your self time.

### 1 Install a dual flush toilet

If you don't already have a dual flush toilet, you can install one or retrofit one to many existing toilets.

### 2 Turn off the tap.

Be sure to turn off the water while you're brushing your teeth. This will save 27 or 28 litres a day (assuming you're diligent about brushing twice a day).

### 3 Change your shower head.

Install a low flow shower head. This can save 200 litres a day. These are available from most hardware or plumbing suppliers

### 4 Take a 'Navy Shower'.

A navy shower is more tolerable in summer than winter. It involves turning off the water while you soap yourself and then simply turning it on again to rinse. A navy shower uses about 15 litres instead of 275 litres.

### 5 Put a plug in it!

If you shave with a wet razor, put a plug in the sink and don't leave the water running. Half a sink-full of water is plenty.

### 6 Put the lid down!

Many people don't use green cleaners because they feel they can't sanitise a bathroom without bleach and other toxic

chemicals. Yet they flush with the lid up, not realising that flushing without closing spreads microscopic bacteria in the air!

### 7 Use non-toxic cleaners.

Improve your general health by cleaning small or poorly ventilated bathrooms with nontoxic cleaners. Common household ingredients, like baking soda and vinegar work very well for almost everything in the bathroom. If you don't like the idea of making your own, there are lots of green cleaners available these days in your local supermarket.

### 8 Bathroom Vanity

For a streak-free bathroom mirror, just use a damp lint-free cloth and a little warm water. To break down toothpaste spatter simple mix equal part of water and white vinegar in a spray bottle.

### 9 Lights on .... Lights Off!

Install halogen or incandescent globes (down Lights) these are much cheaper to run. Also turn off the lights when leaving the bathroom.

### 10 Leaking taps

For the sake of a few dollars replace leaking tap washers, this can save the environment and your wallet hundreds of dollars in wasted water.

# OZ AUCTION CAMPAIGNS ARE CONSISTENT WINNERS

## 100 potential buyers lineup for a day of spirited bidding

### Why are Auctions proving a real winner in our area? What's the key to success?

The best method of selling your property depends on local market conditions and the property itself. Which is why it is really important that you align yourself with a local agent who understands both these aspects of selling and can advise you accordingly which steps need to be taken to get a good result.

**A word of warning, don't be fooled by the fast talking agent who has their spiel down pat, but when it comes to getting results is lacking to say the least.**

You should always choose an agent by their recent sales results, not the rhetoric of their marketing people.

Take for example the sale of 250 Elizabeth Drive, Vincentia. It is an example of how a well managed sales process can produce a good result in today's competitive market.

Oz Combined Realty, Sales Agent, Robert Zuzic knew as soon as he inspected this Vincentia home that an Auction campaign would help the owners sell.

Robert immediately set about devising a five week Auction campaign. Utilising the Oz Combined Realty approach to

Auctions every detail was covered from implementing good photography to ensuring every promotional avenue was utilised to the fullest.

No sooner had the campaign commenced, the Oz Combined Realty team were seeing results. In a matter of days, potential buyers started to lineup to inspect the Vincentia property.

**All in all, 86 individual inspections were carried out by Oz Combined Realty.**

With each new potential buyer registering interest, Robert worked hard to keep his clients up to date with the increasing interest in the property. This is the sign of a good agent.

Homeowners want to be kept informed on a regular basis, and the Oz Combined Realty team have a system in place that notifies their clients of buyer interest step by step throughout the sales cycle.

But Robert didn't stop there, he kept working to ensure as many potential buyers got the chance to view his client's home before the big day.

Inspections were organised for both Saturday and Sunday to ensure as many buyers as possible were given the opportunity to inspect the home.



250 Elizabeth Drive, Vincentia

**What was the result of all this effort and what does it mean for you if you are thinking of selling?**

On the day of the Auction, 100 people arrived to witness five registered bidders enter a ring of spirited bidding.

Robert had spent an incredible amount of time creating interest in this home, that the five bidders were determined to walk away victorious. By the close of day the house was sold to a jubilant new owner.

**Which proves that with the support of Oz Combined Realty Auctioning your home could prove to a winner for you!**

# Auction with Oz

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# The value of having a professional

# PROPERTY MANAGER



Managing a property by yourself can be a recipe for time consuming hassles most of us don't need.

With government legislation often on the side of the tenant, you can find yourself in hot water that could leave you thousands of dollars out of pocket.

#### **So why do some owners choose to manage property themselves?**

The answer is also simple. They think they can do the job as well as the trained professional. And they also think they will save money in the process.

The reality is that the number one reason why people decide to unload their investment property is because they are unable to handle the complexities of managing their property.

Managing a property is time consuming and it's hard to remain emotionally detached if you have tenants ringing you up complaining about every little thing.

**Most long-term property investors will tell you a story about their tenant from hell.**

The simple solution to successfully managing your property is to get a professional property manager to do it for you.

Because property management is their field of expertise, a qualified property manager will stay abreast of changes to property legislation and inform you of relevant changes affecting your investment.

They will negotiate on your behalf with a minimum of fuss and make you significant gains that you may have missed out on if you had been doing it yourself.

Another important part of managing a property is carrying out regular inspections to make sure that the property is being properly looked after.

When owners do this, they tend to remember their property in better condition than it originally was, and can forget that there were stains in the carpet and chips in the paintwork.

The presence of these normal signs of wear and tear can lead to conflict with the tenant which can lead to costly

tribunal proceedings that could easily have been avoided with an experienced Property Manager to ensure that correct procedures have been followed throughout the tenancy.

Plus, a good property manager will have access to a large number of competent tradespeople that they regularly work with. This means you will receive discounted service fees, representing a significant saving for you.

In addition to all this, your property manager will maintain full records on the property and account each month for all rent paid as well as any money spent.

If you see the value in investing in property and want a team of experts to take away the hassles then we can help.

Since we first opened for business we realised that to have the reputation we wanted we would need to employ topflight property managers.

**When you deal with our team you will see that our goal of the best service will be more than met!**

# 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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