

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

PROPERTY SALES SIZZLE!

Oz Combined heats up the Bay and Basin area with success after success



CELEBRATIONS ALL AROUND

Marty Stanfield with new owner of 13 Greville Ave Sanctuary Point.

FULL REPORT PAGE 3

In this Issue of Property News:

- Sales are heating up in Sanctuary Point
- Preparing your home before the sale
- How to attract the right tenants

HUSKISSON & SANCTUARY POINT



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Letter from the Editor

Dear Readers,

Welcome to our next edition of the monthly Property Newsletter.

We are coming to the winter months of the year and it is the time for owners to start preparing their properties for a spring sale.

Our sales agents can assist with expert advice about presenting your property in the best possible way and how to get your property on the market sooner to avoid the traditional spring influx of properties.

Please feel welcome to call them at any time to discuss this.

Have a wonderful month ahead!

Kind regards,

Greg Walsh
Principal



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The FINAL Checklist

When you can
tick all the boxes,
your home is ready
for sale

There's nothing like a list to provide motivation.

And when you're about to sell a home, you need that list more than ever to get things done and give your property that special 'Wow!' factor before prospective buyers start knocking on the door.

Make it easy for yourself. Divide the list into two parts, under the headings "Exterior" and "Interior", and decide which areas within each of those two parts needs attention. Once you've done that, arrange for someone to do the work or, if you have the expertise, do it yourself.

Then tick the relevant box. And pat yourself on the back for a job well done!

With both exterior and interior in order you can now open your home for inspection, confident that you have done everything you can to make it appealing to prospective buyers.

Exterior

- Repair or replace any fencing that is old or damaged.
- Make sure your garden and lawns are tidy.
- Check gutters, gables, eaves and downpipes and replace any that are rusting or need repair. If lookers come on a rainy day, you don't want them to see water pouring through holes in the guttering.
- Paint or replace your letterbox.
- Replace any torn or shabby window screens.
- Spruce up your front door or treat your house to a new one.
- With these things done, the exterior of your home should have that special sparkle that will attract buyers inside.

Interior

- Tidy up the interior and remove any items that you don't need. While you want it to look like a home, clear surfaces help people to imagine their own belongings there.
- If your home is overcrowded with furniture, think about putting some into storage while the house is on the market.
- Keep your windows clean and replace any old or shabby window dressing such as curtains and blinds.
- Make sure all your light bulbs are in working order. A non-working light can arouse doubts about the general condition of the home.
- Have your carpets cleaned regularly. As well as looking better they will smell fresh.
- If you can have the interior painted, this also creates a fresh look. As long as you choose acceptable colours, preferably neutral, this will also reassure people that they will not have to worry about painting immediately.

We're having a heatwave!

“The weather may be cooling but the sales are heating up”

Throughout the Sanctuary Point area the **SOLD** signs are going up, with Oz Combined Realty showing how it's done. In just an eight week period, this hard-working agency has sold 13 properties in Sanctuary Point alone and another 13 in other areas at the Bay and Basin, leaving behind a host of delighted home owners and happy purchasers.

“The weather may be cooling but the sales are certainly heating up,” said Marty Stanfield, listing and selling agent for one of the recently sold properties, 13 Greville Avenue at Sanctuary Point. (Photo from front cover).

“Purchasers are definitely out there, and decisions are being made.”

Marty acknowledged that making the decision to buy a property can sometimes

be difficult, in that it involves such a major financial commitment.

“But the right agent can help to make it an easy process,” he said.

This is what happened for the owners of 13 Greville Avenue, Sanctuary Point, when they turned to Oz Combined Realty for help after having their home listed with another agent who was unable to obtain the result they wanted.

Oz Combined Realty marketed this property successfully, highlighting the benefits of its light-filled rooms and leafy yard and the nearby opportunities for activities such as fishing, swimming, sailing and bush walking.

Prospective buyers were soon attracted and the property sold for close to the asking price.

This sale was another example of the enthusiasm and local knowledge that ensures the Oz Combined Realty team will get results.

Oz are firing on all cylinders. They are working very hard to earn a great reputation in the area of the Bay and Basin and judging from the streams of testimonials from delighted clients, they are definitely making a good name for themselves. If you are interested in selling and you would like to know more about how Oz have been continually creating happy results. This agency is well-known and respected for these qualities throughout the Jervis Bay and St Georges Basin areas.

If you want results that sizzle with success, contact Oz Combined Realty on 4443 3222 or 4441 6033



Marty Stanfield congratulating the new owner 75 Leumeah Street Sanctuary Point

Success

with



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RENOVATING YOUR RENTAL

By offering a rental property in good condition you are more likely to attract the right tenants

There are three major advantages to spending some time and money preparing your property before you offer it to tenants.



1. A property in good condition will achieve a better rental figure than one that is fit for occupation but in need of a fair bit of TLC.
2. It will be more likely to attract a better quality tenant, who will look after it.
3. By carrying out some renovations and keeping your property in good condition, you will maintain and increase its value, always an advantage if you plan to sell down the track.

Areas to renovate

The main rooms to consider for renovation are the **kitchen** and **bathroom**. If these are old, tatty and badly maintained and equipped, your property is unlikely to be attractive to good calibre tenants.

It's worth renovating or replacing these rooms and not in the cheapest way possible, either. While you don't have to buy the latest designer equipment, make sure you're getting good quality, or it will soon be worn out and need replacing again.

New **carpet** also makes a big difference to the appearance of a property but you don't have to spend a king's ransom on it. Rather than purchasing something plush it's better to buy standard, medium grade carpet in a neutral shade and add some high quality padding underneath. This helps the carpet to last longer and gives it that plus feeling without the extra cost.

A coat of **paint** in a light, neutral colour is another good way to freshen up a property. If you use the same colour throughout, you will find it easier in the future if you need to spot paint.

Getting organised

If you decide to renovate, you'll want it done as quickly as possible, in order to get tenants in. That's fine if you're able to do the work yourself but, if not, you'll need to make sure you have things organised. Work out the order in which the work needs to be done and try to line up the necessary tradespeople accordingly.

Once this is all done you can take in your tenants, sit back and let your newly renovated property work for you.

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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