

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SUCCESS AT OLD EROWAL BAY!



Ben Collinson with the owners of 4 Christiansen Ave Old Erowal Bay. See page 3 for full details ▶

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- Top location seals sale of Old Erowal property
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HUSKISSON & SANCTUARY POINT



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Letter from the Editor

Dear Readers,

Autumn has arrived, the weather is crisp and the conditions are perfect for buying and selling properties.

With the worst of the heat over and the cold weather yet to come, it's a pleasure to get out and about, fixing up your house and yard ready for selling, or shopping for a new home for yourself and your family.

Make the most of the conditions, and remember: your home is, or will be, your most important financial asset. It makes sense, whether you're a vendor or a purchaser, to get help from someone who knows the market and can advise you on the best price or property for your needs. Contact our professional team and we'll be happy to help you.

Kind regards,

Greg Walsh

Principal



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NEW Swimming pool laws aim to reduce drownings



Do you own a rental property with a pool?



If so, you'll need to make sure you are up to date with new regulations that came into force at the end of April.

The regulations are designed to make pools safer and reduce the number of child drownings in New South Wales.

The main change is that from April 29 2013, anyone in NSW who owns a spa or a swimming pool must register it with a new online registry provided by the State Government.

When registering, you will be required to self-assess the pool or spa and declare that, to the best of your knowledge, it complies with the relevant standards.

Of special interest to landlords in relation to the new legislation will be the requirement that from April 29 2014, any property with a pool will need to be inspected before it is sold or leased. These pool inspections will be carried out by councils and private operators

who will issue certificates of compliance that will be valid for three years. The first inspection will cost \$150 while subsequent inspections, if required, will cost \$100. The maximum total inspection fee for pool owners will be \$250.

From April 29 2014, if you are leasing a property, the valid certificate of compliance must be provided to tenants with each new tenancy agreement you enter. If you are selling the property, the certificate must be attached to the contract of sale.

Local councils will develop plans for inspections of pools in their areas to ensure they comply with requirements.

Swimming pool owners have until October 29 2013 to register with the Online Register of Swimming Pools provided by the NSW State government. Failure to register will result in a \$220 fine.

Landlords who want more information about the new swimming pool regulations should contact their property manager or their local council.

It's another Oz winner!

Finding the right agent made the difference for this owner.

When it comes to selling your property or investment, it is definitely a wise decision to have an experienced agent, with a quality back up team to ensure that you receive the very best Real Estate advice and service.

This decision is never an easy one, and it is important that you feel confident

with the advice that you are given and comfortable with your agent.

In this case the owners of 4 Christiansen Avenue were truly delighted with the service and knowledge that was provided to them when selling their property in Old Erowal Bay.

The property offered a lot of positives including generous sized bedrooms and a large open kitchen and lounge, the home is situated on a block of approximately 695 square metres with plenty of room for future additions such as a workshop or pool (STCA).

The location and potential added up to value, whether the property was purchased as a family home, an investment or a holiday location.

These were all advantages in attracting prospective buyers for the property. The biggest advantage of all was the owner's decision to put the sale in the capable hands of Oz Combined Realty.

With Oz in the driver's seat, the home attracted more than 20 inspections and two offers before selling at close to the asking price.

Agency principal Greg Walsh said it was "a happy ending" for everyone involved, largely thanks to the efforts of listing and selling agent Ben Collinson.

"Ben has an extensive knowledge of all local sales and property values throughout the area," Greg said. "He is committed to getting the sales through for the owners and will go above and beyond their expectations in order to do so."

Greg pointed out that Ben is also extremely proactive in seeking out buyers for properties with Oz Combined Realty.

"Sometimes purchasers need to be found," he said. "Ben is always on the lookout to find listings for his purchasers."

For expert assistance and the advantage of local knowledge when selling your property, and for all other real estate needs, contact the expert team at Oz Combined Realty on 02 4441 6033.



The owners were delighted with Ben Collinson.

"Ben was extremely helpful throughout the process of selling our house."

Sold with

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How to make the right choices when launching your property portfolio

Buying your first investment property is one of the most important financial steps you'll ever take.

While it's an exciting time, it's also essential to give careful thought to this new venture to ensure you are making the right choice.

Here are some things to consider before the purchase that will launch your property portfolio.

DO YOUR HOMEWORK Don't rush in and buy without doing some research. Read up on property investment and make enquiries about market values and rental incomes in areas where you are considering buying.

POPULATION Choose an area where the population is stable or increasing. This should indicate a need for rental properties, making it easier for you to keep your property tenanted.

ECONOMY If a town's population largely depends on one or two major industries, tenants could leave and property values fall if those industries closed down. Therefore, it could be risky to buy there.

FACILITIES A property located close to shops, schools and transport is well worth considering. These facilities make it appealing to tenants and assist its capital growth prospects.

LOCATION It's an old but true story that there are great advantages to good locations. If you can tick the boxes in regard to neighbourhood, street and facilities, you're well on your way to a good investment.

AGE Decide whether you want something new or near new, or something that will need repairs but will cost less. Remember that an older property could require ongoing maintenance down the track.

KEEP IT AVERAGE An average property and neighbourhood make financial sense. A prestige property would bring in bigger rent but could be left vacant in a recession, and low-end properties could attract a lower class of tenant.

AFFORDABILITY FOR TENANTS Check the average household income for the area and aim for a property whose rent will be about 30 per cent of that average. At the most, it should not exceed 40 per cent.

COVER YOUR COSTS Try to ensure your rental income will cover mortgage repayments and other costs such as insurance, maintenance and rates. If not, negative gearing helps but you may prefer to look for a less expensive property.

RESALE PROSPECTS There could come a time when you want to put your investment property on the market. Think about why it appeals to you now as an investor, and ask yourself whether that appeal will apply to future purchasers.



10 TIPS for the New Investor

**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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