

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

THANK YOU, OZ!

Owner delighted with outstanding sales result at Sanctuary Point



In this Issue of Property News:

- Should you sell before buying your next property?
- Bart Dart says a big thank you to Oz Combined
- How can you get a better return on your rental property?

HUSKISSON & SANCTUARY POINT



web: www.ozcomrealty.com.au
email: info@ozcomrealty.com.au

Letter from the Editor

Dear Readers,

It has been a Winter wonderland when it comes to selling property as buyers line up to attend our open inspections.

When most people think that the cold will deter buyers from entering the property market, we have experienced the exact opposite.

In this issue, we share with you how one of our top sales members Helena Daniels of Oz Combined worked tirelessly to find the right purchaser for a delightful home at 68 The Park Drive. What's more important, the owner Brian was appreciative of her efforts to say the least.

If you are looking at selling give us a call as our highly professional team are ready to help

Kind regards,

Greg Walsh
Principal



Shop 4 The Promenade
74 Owen Street

HUSKISSON NSW 2540

phone: (02) 4441 6033

fax: (02) 4441 6264

rentals: (02) 4441 7261

Corner Paradise Beach Road &
Macleans Point Road

SANCTUARY POINT NSW 2540

phone: (02) 4443 3222

fax: (02) 4443 2355

email: info@ozcomrealty.com.au

web: www.ozcomrealty.com.au

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Ph: 02 4954 2100 www.newsletterhouse.com

Should you sell first before buying your next property?

You have found your dream property. Finally all those months of searching have ended and the property that meets all your needs is ready to be bought.

But wait a moment, you haven't sold your current property. You definitely can't own both.

In this report, we examine a common problem and give you a couple of hints as to what you could do.

Mum and Dad have had enough. Finally, after months of agonising over whether to extend the family home or sell, a decision has been made to sell up for a bigger property.

Mum, Dad and the kids have sat over many dinner table conferences debating what type of house will fit the bill for their family.

They spend the weekends on the real estate crawl looking for a new place.

Then, when they least expect it, they find the property of their dreams.

But then it dawns upon them that they must sell their home quick smart as there is a chance they'll miss out on their dream property.

Maybe they would have been smarter selling before or should they take the plunge and sign on the dotted line and hope their old home sells?

The danger of buying before selling is that you may have to sell at a low price to meet your contractual obligations on the purchase, thereby losing considerable

capital.

The danger of selling before buying is you must find your new property quickly so you have somewhere to move to and your new home could cost you more if you are in a rising market.

The ideal, of course is to sell in a seller's market and buy in a buyer's market, but this requires a sudden and dramatic increase in market listings after you sell.

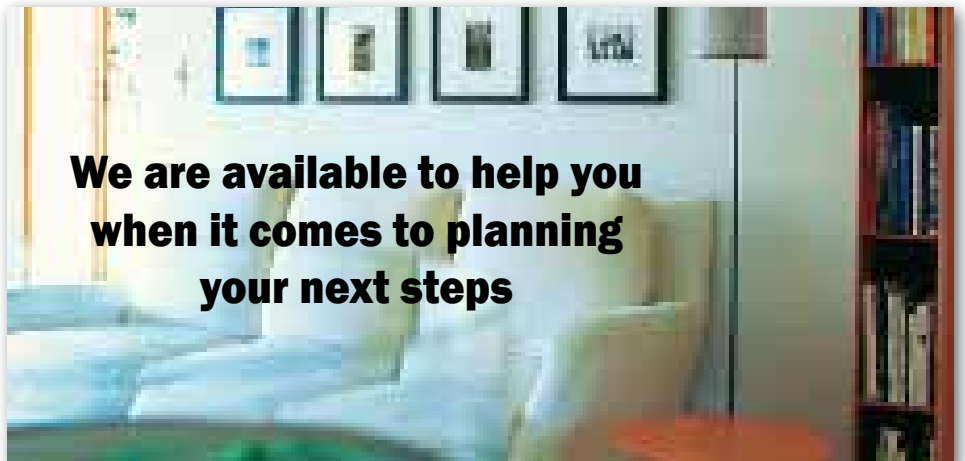
We recently met a couple who tackled the problem by having two interested purchasers on hold (before finalising a price), before they selected their new property.

Once they had negotiated a price on the property they wished to purchase, they could negotiate a final sale price on the property they had for sale.

This enabled them to calculate carefully what they would need to achieve from the sale before exchanging contracts on the purchase.

This is not always possible, but you need to work at 'both ends' of the transaction before finalising one at the expense of others.

To evaluate your options, we are happy to sit down with you FREE of charge and help you in planning your next steps.



We are available to help you when it comes to planning your next steps

“I couldn’t be happier!”

“Oz Combined Realty are definitely my recommendation for selling”

When asked how he felt about the sale of his Sanctuary Point home, Brian Dart summed up his feelings in just four words:

“I couldn’t be happier!”

Thanks to Oz Combined Realty, Brian received the right offer and handed over his brick and tile four-bedroom property to a new and happy owner.

Helena Daniels of Oz Combined had worked tirelessly to find the right purchaser for the home at 68 The Park Drive, Sanctuary Point and Brian was appreciative of her efforts.

“Sometimes it takes a special agent to really listen to what is required,” he said.

“Oz certainly stepped up to meet my needs.”

In promoting the home, Helena highlighted its superb location, backing onto the beautiful St George’s Basin Golf Course.

The attention of prospective buyers was also drawn to its other features including its two bathrooms, ample storage with four linen cupboards and built-ins in every bedroom and a kitchen and dining area opening onto a covered outdoor entertaining area. While offering a charming golf course outlook the property is also fully fenced and has a



The owner Brian Dart was delighted with Helena Daniels of Oz Combined.

“Oz certainly stepped up to meet my needs.”

drive-through garage.

As well as appreciating Helena’s ability to attract buyers to the property, Brian also benefited from her willingness to keep in touch with him while the house was for sale.

“Helena kept me informed throughout the entire process of selling the house, at no point was I ever in doubt as to what was going on” he said.

“In the end an effective sale was achieved and everyone involved was happy with the result.”

It was another outstanding outcome for Oz Combined Realty which is one of the longest established and best known real estate agencies in the Bay and Basin area. From two mainstream locations at Sanctuary Point and Huskisson it covers a large area of the surrounding suburbs of Jervis Bay with a seven-day a week service.

For help with all your real estate needs from agents who know their area and deliver top results, contact Oz Combined Realty on 4443 3222 or 4441 6033.

Sold with

OzCombined Realty
Huskisson - 4/74 Owen Street
Sanctuary Pt - 114 Macleans Pt Rd

4443 3222

www.ozcomrealty.com.au
info@ozcomrealty.com.au

Training is essential

Oz Combined's team of Property Managers are highly experienced to deliver excellent results

The Property Management team at Oz Combined Realty are professional managers with many years experience.

Highly trained, they hold qualifications that are essential for those handling assets worth hundreds of thousands of dollars.

According to the Principal Greg Walsh, all the company's property managers regularly undergo continuing professional training to keep abreast of the latest developments in the industry.

"Whether it's keeping up to date with the legislation regulating the industry or upgrading their marketing skills or becoming more familiar with aspects of property maintenance, our staff are constantly on the go," Greg said.

"It's a most demanding job as you can imagine when you remember that we have many landlords on our rent roll and hundreds of properties to manage."

"Not only does our team need to have a command of the law covering property, it's vital they have a strong grip on marketing and also property maintenance," he said.

"The latter subject alone requires years of experience. Our agents need to



Julie Hadley - Property Manager

know the best way to maintain a property because if you make a mistake it can prove costly to a landlord."

"We only use qualified tradespeople to carry out maintenance and they are required to be cost effective."

Greg told Property News that all the tradespeople were evaluated before being allowed to carry out work on any of the properties under the agency's control. We try to deal directly with them so the owners are not needlessly disturbed.

"It's obvious that most owners want to be able to relax and enjoy the benefits of their investment. So, we try to handle all maintenance issues ourselves without disturbing them unless it's absolutely necessary," he said.

If you are looking for an expert to manage your investment property, look no further than Oz Combined Realty. The company's professional team will guide you about how much you can expect to earn from your asset and how to attract a top quality tenant.

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!



(02) 4441 7261 HUSKISSON
(02) 4443 3222 SANCTUARY POINT