

# PROPERTY NEWS

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

## OZ HAS THE COMPLETE REAL ESTATE PACKAGE!

**Hard work and client commitment put this agency right at the top**



See page 3 for full details

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**HUSKISSON & SANCTUARY POINT**



web: [www.ozcomrealty.com.au](http://www.ozcomrealty.com.au)  
email: [info@ozcomrealty.com.au](mailto:info@ozcomrealty.com.au)

# Letter from the Editor

Dear Readers,

Finally the cold Winter is making way for beautiful sunny days as Spring begins to take hold.

If you are planning to sell your property we have a simple guide for you on how to make the most of the Spring season.

Plus, we reveal how proper marketing can make a big difference when selling property.

No matter whether you are selling, buying, renting or investing, we can help you.

Please feel free to contact us with your queries, as we have years of knowledge and experience in the industry and we will be only too happy 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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# Finding the best person to sell your property quick smart



## But how do you know who is the right agent for you?

**When you're selling your property, you want the experience to be as pleasant and profitable as possible.** Choosing the right agent to help you is a big step along the way to achieving these two aims.

### Ask around

If you haven't dealt with a real estate agent before, a good starting point is to talk to anyone you know who has sold a property and ask the name of the agent who helped them. You can also check recent local sales of properties similar to yours, and contact the agents who sold those properties. As well as providing you with information about the local market, talking to these agents will help you to decide on the one with whom you feel you have the right rapport and trust.

### Be businesslike

You need to feel comfortable with your agent but you also need to remember it is a business relationship, with both parties hoping to benefit from a successful result. Don't be afraid to check the agent's experience and to ask for testimonials.

An agent can offer expert help in various areas, from giving you tips as to

how to present your property for the market to advising you about the price that is most likely to achieve a successful sale.

### Be realistic

As well as being guided by your agent's knowledge of the market, you should also do some homework yourself to make sure you have some idea of the top and bottom prices you could expect for your property. An agent who suggests a price that seems unrealistically high may not be the best person to sell your home.

### Ask questions

The right agent should be able to communicate well and to explain the selling process to you. Ask about costs such as advertising, check the proposed marketing program, enquire about whether open houses would be beneficial and get your agent's opinion about the presentation of your home. The answers should help you to know whether you will be happy to entrust your valuable asset to this agent.

# Customer service makes the difference

## Buyers attracted by Oz marketing campaign

**Hard work and commitment to clients are top of the list in the complete real estate package offered by Oz Combined Realty.**

And this was once again strongly evident in the recent successful sale of this large family home at 6 Nulla Place, St Georges Basin.

During the 11 weeks that the property was on the market, the skilled marketing efforts of Oz Combined Realty attracted qualified buyers in a short time.

The marketing was targeted at large families who would appreciate the many special features of the two-storey home, including its five double bedrooms upstairs and sixth bedroom/study downstairs, three bathrooms, TV room and large in-ground pool. As part of the marketing the attention of prospective buyers was also drawn to the ideal location of the property, on a quiet block backing onto a reserve but also close to all the facilities of the Bay and Basin area.

With plenty of interest created by the marketing, it wasn't long before the home sold for a price close to the asking price of \$449,000.

"This was good value for a large,



well-appointed family home," said agent Bill Jennings.

But bringing in the buyers wasn't the only task for the agency during this time.

"We also had to find another property for the sellers," said Bill. "They wanted a large property with a separate flat and because it was a simultaneous settlement they needed it in a hurry."

Oz proved equal to the task, with both buyers and sellers very happy with the

outcome of the agency's hard work and commitment on their behalf.

It was yet another of the many successful outcomes that have seen Oz recognised as one of the best known names in real estate in the Bay and Basin area, with a long list of happy clients the agency has helped along the way.

**For the real estate results you want, 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](http://www.ozcomrealty.com.au)

[info@ozcomrealty.com.au](mailto:info@ozcomrealty.com.au)

# Spring is a great time for buying and selling property

Depending on who you talk to there are a variety of answers to this question, with replies relating to the state of the market, your finances, your requirements, interest rates and other such matters coming thick and fast.

But while it is, of course, best to buy or sell when it suits your individual needs, there's something about Spring that seems to start the market ticking over.

And this "Spring effect" has flow-on benefits for both buyers and sellers alike.

## Buying in Spring

The weather has a lot to do with it, of course. If you're planning to buy, there is much more incentive to get out and about now that the weather is warmer, rather than shivering through inspections in the winter cold. This anticipated increase in inspections during Spring encourages people to put their homes on the market, providing you with many options to choose from.

## Selling in Spring

Planning to sell in Spring also makes sense from the point of view that this is usually the time when your house and garden are looking their best. It is also the time when people are keen to buy because they hope to be able to move and settle into their new home before the Christmas break, so there is more chance of attracting genuine buyers.

One well-known real estate principle is that it is wise to be a buyer when other people are selling, and to be a seller when other people are buying. The great thing about Spring is that this applies both ways. It's a time when some people are selling and others are buying, resulting in it being the prime real estate season.

**So whether you plan to buy or sell property, make up your mind to make the most of Spring and you have a good chance of looking forward to an outstanding result!**



## 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