

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

HOW DO YOU FIND THE RIGHT BUYER?

Sanctuary Point owner finds out the secret to finding the right buyer



See page 3 for full details

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HUSKISSON & SANCTUARY POINT



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Letter from the Editor

Dear Readers,

This issue answers the age old question: which is the best approach to selling property?

Thanks to the hard work of Oz Combined's Loren Keller the sale of a Sanctuary Point property went ahead successfully due to Loren's tireless approach to finding a buyer.

With Spring now here selling your property couldn't be better timed with a positive outlook for the property sector and low interest rates.

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,

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Simple steps to increasing your property's value before selling



You have made the decision to sell, but how can you get the best return on the sale of your property? In this report we reveal some simple steps to increasing your property's value before selling.

As you walk around your property it is sometimes difficult to work out what parts of your home need attending to so that when you have the first open inspection your property looks its best.

You must remember, when people buy a property they do not wish to buy other people's problems. They are looking for a property that is well presented and trouble free of major maintenance.

When it comes to selling a property the difference between a well maintained property or a property in disrepair can mean a lot to the bottom-line sale price.

If you take the trouble to spruce up your property now, it can mean a big difference between you making a quick sale or having your property linger on the market for many months.

What are some simple steps you can take straight away that will have a major impact on buyer appeal?

Firstly, upgrade your landscaping. When it comes to selling real estate first impressions count.

The difference between a mowed and unmowed lawn makes a big impact when presenting a property for sale.

Now we understand that you might be operating on a budget and the thought of a complete makeover, even though it would dramatically increase the price of your property, may not be in your budget.

But that doesn't stop you from doing the basics like weeding both the lawn and the gardens.

Secondly, clean your driveway.

It only takes a couple of years for a car to leak oil on the driveway and all of a sudden you're presented with an unsightly front entrance.

Most homebuyers are looking for a property that is well maintained.

The first sign of the opposite is patches of dirty current oil left soaking in the driveway.

Even if you have to rent a pressure cleaner from a hardware store within a few hours the driveway can look sparkling clean.

Thirdly, check for items to fix.

There is nothing more offputting to a potential buyer than to open a front screen door on a property and find that because the door had never been maintained it is sitting loosely on its hinges which makes it hard to open and close.

Check all the cupboard doors throughout the house to make sure all the handles are securely placed. Nothing worse than a potential buyer opening a kitchen drawer to find themselves standing there holding the handle of a drawer which is still closed.

Finally, look at your property the way a buyer would evaluate it

From the front to the back, take a long hard look at your home to make sure every aspect comes up to scratch.

You may be comfortable living with some components that needed mending but have never been a priority to fix.

Now is the time you fixed each and every one of these items, because as a potential buyer walks throughout your property they will have a mental checklist which when added up could mean the difference between selling and not selling.

How to find the right buyer for your property

There is more to selling than advertising in the newspaper

There are a lot of things to factor in when selling a property. How do you know what is the best method?

The owners of 171 Walmer Avenue, Sanctuary Point have recently discovered the answer to that question and in this report we shall share with you what they learnt.

Having heard of the success the auction market is having across Australia, an auction date was set and appropriate marketing was put in place.

Due to the beautiful setting of this waterfront property the auction marketing attracted a large amount of interest.

As auction day approached more and more people arrived for the various open inspections.

The property is both magnificent in style, quality and positioning. Having been recently renovated the four bedroom home displays spectacular water views from the lounge room, kitchen, rear deck, newly added 4th bedroom and glorious sunroom.

Situated on a huge 1460m2 block (approx), with potential future development opportunities. The property offers a Balinese style landscaped waterfront reserve, backing onto one of the most popular stretches of Paradise Beach with



a mountain backdrop to enhance the breathtaking sunsets.

What was the result on Auction day?

With a large attendance it was obvious that this property had a lot to offer to the right buyer. But unfortunately on the day the buyer did not surface.

What next, how to find the buyer?

The real key to the success of this

Sanctuary Point property was Oz Combined agent Loren Keller. He worked the phones tirelessly until a buyer was found.

This story proves that all of Oz Combined Realty agents work extremely hard behind the scenes to get the right result.

For the real estate results you want, contact Oz Combined Realty on 4443 3222 or 4441 6033.

Sold with

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Traps to managing a rental property



Long-term landlords will tell you that a good property manager is worth their weight in gold

“Surely it can’t be that complicated,” said a potential landlord considering using a property management service? Having decided to rent out their property themselves it wasn’t long before they returned to the property management team to help them get their investment back on track.

In a perfect world, renting out property seems straightforward - every tenant pays their rent on time and the thought of a troublesome tenant is a myth.

Having managed numerous rental properties over the years our property management team can tell you every cent spent on having a professional Property Manager can mean the difference between making a profit or loss.

Let us have a look at a few traps do it yourself landlords have when it comes to managing tenants:

Failing to ask for a bond

A rental bond is held in case the tenant doesn’t meet their obligations in paying the rent or maintaining your property to a reasonable standard.

There are numerous stories of so called well-heeled tenants who on paper look financially sound only to leave landlords

out-of-pocket due to unpaid rent.

Like the saying, “you can’t judge a book by its cover” the number of times what many would consider to be tenants of outstanding character have left rental properties in a less than satisfactory manner.

Unfortunately, you cannot predict who will stick by the rules. However if you have a rental bond in place when the tenant leaves you have the security of a months rent to offset any liabilities created by the tenant.

Not having a lease

This is a legally enforceable document which spells out the terms both the landlord and tenant have agreed to.

Without this type of document, if anything was to go wrong and the tenant disputes a claim, it is the landlord’s word against the tenant as to what was agreed upon entering the tenancy.

He said, she said, as the only real evidence without a tenancy agreement leaves a landlord wide-open and down the road to litigation a costly solicitors bill in trying to resolve the problems caused by the misunderstanding between a landlord and tenant.

Interpretation of tenancy laws

Each State is governed by its own tenancy laws and they can change without notice from time to time.

With a professional property manager on the case, they are always up to date with changes in legislation and how they both apply to tenants and landlords alike.

If you decide to manage your own property, by the time you find out that there has been changes to The Act, it can mean facing fines or penalties simply because you did not act quick enough to implement the changes.

These are a few of things that need considering in managing successfully a rental property.

If you speak to long-term landlords who own a number of properties, they will tell you that a good property manager is worth their weight in gold freeing them up to enjoy the benefits of their investment without the day-to-day hassles.

To discuss your options when it comes to managing your rental property please give our Property Management team as we are available to help you make the most of your investment

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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