

OZ COMBINED REALTY PUBLICATION - ISSUE SEVENTY THREE

# PROPERTY NEWS

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

# SOLD & LEASED



**One-stop agency succeeding where others fail**

*See page 3 for full details*

**In this issue of Property News:**

- **How To Find The Right Property Manager**
- **Agent Excels With Rapid Sale And Lease**
- **Rental Self Management A False Economy**

**HUSKISSON & SANCTUARY POINT**



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## LETTER FROM THE PRINCIPAL

Dear Readers,

We at Oz Combined Realty are proud to bring you this exciting edition of *Property News*.

Over the past few months we have been working very hard to deliver outstanding results for our clients and in this edition we decided to share one of these remarkable stories.

Learning from others' experiences is the best way to make the right decision when it is your turn to buy or sell and this is why this informative publication is so useful.

As we can only cover a limited amount of detail in our newsletter, we are happy to meet with you, so that we can impart our local knowledge and experience to help you when buying, selling, investing or anything else to do with real estate, we would love to share our knowledge and expert advice with you.

Kind Regards,

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# Choosing the right Property Manager

**Buying an investment property is an important  
step forward in your financial future**

It also represents a major outlay that needs to be managed carefully. The right management helps to minimise the risks and maximise the returns associated with your new ownership.

One of the best ways to do this is to employ a property manager to help you.

The right property manager can take most of the work and worry out of owning and running an investment property, leaving you free to enjoy the financial benefits. Some of the tasks a property manager can take off your hands include finding and screening suitable tenants, conducting regular inspections, advising you when maintenance and repairs are needed and organising that work on your behalf.

So far so good. But how do you choose the right property manager?

First, make sure you select a property manager who is a licensed real estate agent. This should ensure that your manager understands real estate law as it applies to rental property.

The right manager will know the importance of keeping your property tenanted so that it continues to generate income for you.

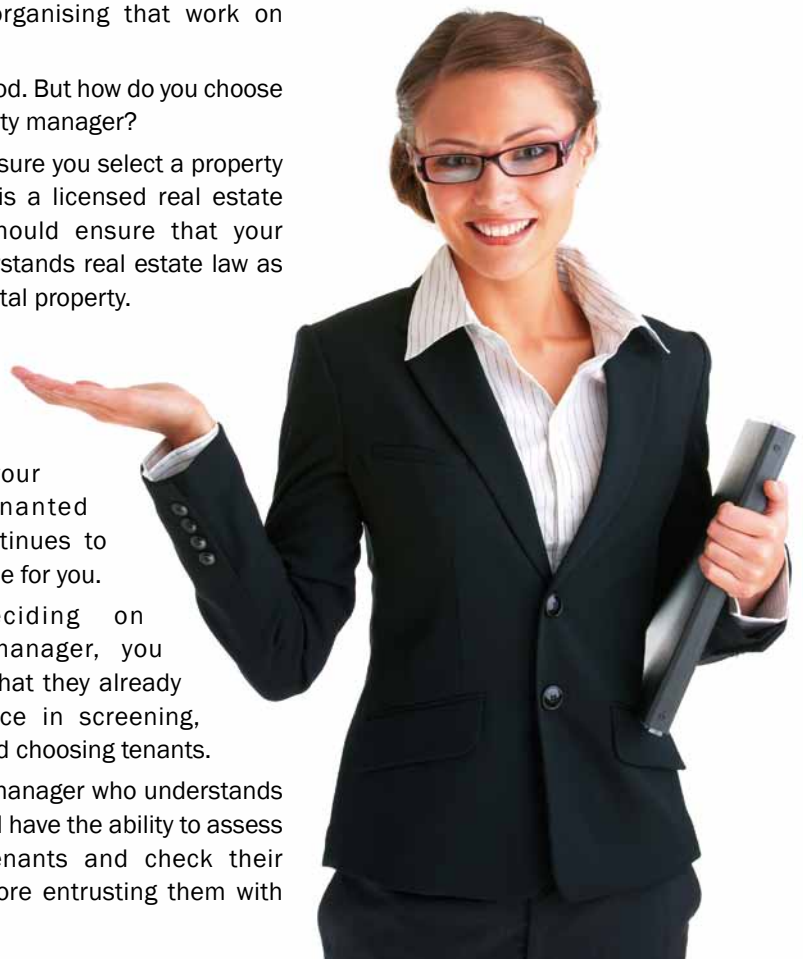
When deciding on a property manager, you should check that they already have experience in screening, interviewing and choosing tenants.

A property manager who understands this process will have the ability to assess prospective tenants and check their references before entrusting them with your property.

It's also important to feel confident that you will be able to communicate with the property manager you choose. A manager should be prepared to keep you fully up to date in relation to matters affecting your investment property. In turn, you should know that your property manager will be easy to contact and approachable whenever you want to discuss anything about your property and tenants.

Don't be afraid to ask questions when you are assessing the person who will be managing your investment property.

**In this way you'll both know where you stand and can work together to make a success of your investment.**



# Finding The Right Tenant Takes Expertise

**Selling a property quickly after another agent had tried for more than a year was a big plus for OzCombined Realty. But to then lease it in just 10 days was an amazing result.**

OzCombined Principal, Greg Walsh, said that the result was demonstrative of the teamwork that has made the agency a leader in the region.

“All too often in the industry the sales and rental departments fail to communicate and work together.

“We have gone to great lengths to ensure that this does not happen and those efforts continue to benefit our clients,” he said.

The architect designed, four bedroom property, at 41 Waratah Crescent, Sanctuary Point, had remained unsold with another agent for more than a year when OzCombined was asked to take over the selling process.

The marketing campaign focused on its tranquil position backing onto the 11th fairway of the golf course and saw immediate enquiries.

“It was at the high end of Sanctuary Point pricing, but with features that included an ensuite and walk-in robe, a dining area opening onto a massive deck and the fact that it was a five minute walk to the country club, we were confident of a quick sale,” Greg said.

“The design was such that a home business could even have a separate entrance. Plus there was a double garage and plenty of room for a boat so we were able to target a broad market.”



**Property management specialists Julie Hadley (left) and Sabina Hobbs liaise constantly with the sales team at OzCombined Realty and pride themselves on their ability to quickly match their property owners with the right tenants every time.**

The marketing attracted an investor and the property was sold.

When the sales process was being finalised, the sales team advised the property management team that the new owner was considering putting management in the hands of another agency.

The two teams put their heads together to work out the client’s preferences and no sooner had a tenant profile emerged than Property Management specialist Sabina Hobbs was on the phone.

“I knew that the owners were after long term tenants with a proven rental history,” Sabina said.

“Because we deal with so many rental properties in the area, I was aware of just the right family.

“These people had been searching for a new rental for a number of weeks.

“They had missed out on a few rentals within the price bracket because of time constraints.

“I approached the tenants straight away with the result that a deposit for the property was received within a day or two and the lease was signed within days of the vendor vacating the premises.

“At the end of the day we had good tenants with good references moving into the property 10 days after it was sold - a result that would delight any investor,” Sabina said.

**Whether you want a property sold or need to find just the right tenant, contact OzCombined Realty’s team on 4443 3222 today.**

# Rent with Oz

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# RENTAL MANAGEMENT

Taking the stress out of property management

**When you buy a rental property, you're investing in your financial future. This means you want its profits to outweigh its expenses.**

For this reason, some people decide to manage their investment properties themselves, thus avoiding the need to pay rental management fees.

While self management does indeed do away with the expense of management fees, this is probably the only 'pro' in the situation compared with a number of 'cons' for people who elect to do their own management work.

The main need, once you've bought the property, is to find good tenants who will look after it and pay their rent regularly. If those tenants leave, you also need to be able to replace them as quickly as possible, to ensure your property continues to bring in the money you've budgeted for.

Finding such tenants yourself involves the cost of advertising as well as the loss of rental income while the property is empty. A professional property manager, on the other hand, has a list of prospective tenants and the expertise to find appropriate people quickly.

Time is also a major factor in managing your property.

You need to be aware of how much time you will spend not only finding tenants but showing them the property, checking their credentials, managing the receipt of rental payments and record-keeping.



You will also be faced with the loss of time involved in carrying out any necessary maintenance or repairs, or organising for this to be done. There is also the possibility that you will sometimes need to deal with tenants in relation to issues such as late rent and damage to the property. If you already have a full-time job, it could be difficult to find time to do all these things with the speed and efficiency required to keep your investment property functioning on a profitable basis.

Before taking on property management yourself, think about whether you will have the time and expertise for such matters or whether you would prefer to have them handled by a professional property manager who has experience in all those areas.

*In the long run you'll save yourself time and money, and will be free to enjoy your investment without any of the stress associated with self management.*

## 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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