

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

IT'S TIME TO SELL



**SOLD - 8 Banksia Avenue,
30 inspections in two weeks**

Local Market Seeing Top Prices

OzCombined Realty's Helena Daniels recently sold two Banksia Avenue homes in rapid succession and has no qualms about advising her clients that now is the time to sell.

With more buyers than there are properties, now really is the time," Helena said.

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- Getting A Good Investment Return

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LETTER FROM THE PRINCIPAL

Dear Readers,

Self-funded retirees are seeing lower returns from their cash investments in the market's low interest rates environment and are increasingly turning to property.

The security of bricks and mortar has always attracted Australians and now this is increasingly the case.

But, and this is a big 'but', not all properties are created equal.

Not all properties will enjoy high capital gains, uninterrupted rental income, or long maintenance free periods.

Anyone considering property investment should develop a strong relationship with their agent to benefit from his or her market knowledge.

Why not call us to discuss your needs before you enter the market.

Kind Regards,

Greg Walsh
Principal



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Taming those troublesome trees!

**When you want to buy,
how do you solve this leafy
problem with your neighbours
successfully and peacefully?**

You love the house, you love the location, the price is right and it ticks all the right boxes, but you can't get past the neighbour's huge tree that hangs over the side fence.

The branches sprawl out over the back fence, its imposing nature blocks the sunlight and the leaves and branches are clogging up the guttering and scraping noisily on the roof.

So what do you do?

Trees are the strong, silent types that can make or break the sale of a property, but in some cases this problem is easy to fix. If you approach the neighbour and discuss your concerns, a compromise could be easily made. Whether it is regular pruning or a shared payment approach to get someone to remove the tree, this could solve your problems.

However, if they are not agreeable, there are still other options to take.

Generally, if the neighbours' trees are crossing over the boundary, you are permitted to trim them and if they are blocking drains, endangering lives or



obstructing views, you can apply for a court order to have the problem fixed.

Just remember, you should always attack the problem and not the person, especially if you are planning to live next to them for many years to come. It pays to stay on amicable terms with your neighbour for a variety of reasons.

Now, when it comes to protected trees (predominantly native) the rules of removal or pruning are enforced by your local council.

You usually can't significantly alter the height or shape of the tree either. They usually state that you can do minor pruning and trimming to them, but only with hand-operated tools and that means, no chainsaws!

Even if you have a pesky native tree smack in the middle of your otherwise-perfect, sub-dividable, property.

If you are moving into a new home and you are planting gardens and trees, make sure the tree you're planting won't block drains, damage buildings or pathways or interfere with views.

**For more information on protected
trees and your rights and responsibilities,
contact your local council.**



Affordable Finance, Property Shortage Creates Perfect Storm For Sellers

After successfully selling 8 Banksia Avenue, Sanctuary Point, Helena Daniels had a ready made group of buyers for her next sale - down the road at number 1 Banksia Avenue.

"That's the reality of the market at the moment," Helena said.

"More than 30 people inspected number eight in just two weeks and, from our discussions with them, we knew which of those would be interested in the property at No.1.

"One of those people was the eventual buyer, happily paying the full asking price."

Helena said that on the strength of these, and recent similar, sales, she was advising her clients strongly that now really is the time to sell.

"Certainly, there is still a lot of work for the agent to get a sale across the line. It is still essential to go the extra yards, liaising backwards and forwards between the seller, the buyer and even the solicitors.

"But, provided the agent is committed and professional, the seller can be assured that the market at the moment is a perfect storm.

"There is a growing shortage of properties, There are more buyers than sellers. Finance is more affordable than ever.

"Because of all of these factors, prices



are strong and properties are selling quickly," Helena said.

OzCombined Principal, Greg Walsh, said that in such a market more and more people approaching retirement have the best opportunity to profit from the family home they no longer need and make their move to that over 50's lifestyle village with money in the bank.

He believes that there would be people in this situation who, because they have

not considered selling, are unaware of the opportunities that are awaiting.

"The market really does represent a perfect storm for these people and we have property experts available to run the figures for them," Greg said.

If you are considering selling, contact OzCombined for an idea of your property's worth in the current market.

Sell with Oz

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How to get a **good return** on your investment property

When you buy an investment property, you're investing a lot of money in your future.

So you want to make sure you do everything you can to ensure you achieve a good return on your investment.

Some of the ways to do this include:

Do your homework

You're investing a lot of money in this venture and you don't want to risk your financial future by acting too hastily. Do some research before committing. Check valuations and recent prices on reputable real estate websites to ensure you're making a wise decision.

Watch your finances

Don't get your hopes up before knowing you have the finance to buy. You could waste a lot of time looking in the wrong price bracket and then find you can't borrow enough money.

Check the demand

There's no point buying an investment property unless you can be sure it will be tenanted. One way to do this is to buy close to facilities such as shops, schools and transport. People usually want to live close to such facilities and will look for rental accommodation nearby.



Think long term

Don't buy an investment property hoping to cash in on a boom in the next couple of years. Rather than trying to predict what the market will do, you're better to set your sights on buying the type of property for which there is an established demand so that it will bring in the returns you want.

Find a good property manager

Once you have your investment property, you want to make sure it is

managed properly. A good property manager can take the worry out of finding the right tenants, collecting rents and seeing that the property is well maintained. Make sure your property manager is qualified and experienced, has local knowledge and understands the importance of communicating regularly with you about your investment property.

Follow these tips and you'll be well on your way to a happy future as a property 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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