

# PROPERTY NEWS

Ideas to help you when you're Buying or Selling

## DEAL'S DONE

*Challenge Met, Dream's Realised*



**Agent Faced Double Sale Challenge - Story P.3**



**In this issue of Property News:**

- Selling Decoration Tips
- A Double Sale Challenge
- Get Set For Summer Selling

**HUSKISSON & SANCTUARY POINT**



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## LETTER FROM THE PRINCIPAL

Dear Readers,

The holiday season is almost on us and for vendors that means there will be more buyers in the area.

While the banks have decided to make life a little more difficult for investors, that doesn't mean that they are not still in the market.

We are almost daily receiving enquiries from owner occupiers and investors alike.

The investors would seem keen to buy into a stable market with high demand.

Our area is still very much a strong sellers' market as buyers are enamoured of the pace of development here and, as we have seen before, there are more than a few retirees moving in to live their dream.



*Seasons Greetings  
from all the Staff at  
OzCombined*



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# Christmas Decorations



## If your property is for sale, is it all right to decorate it for Christmas?

It's a question that many people ask themselves, especially those who like to make an all-out effort with the tree and tinsel in the festive season.

Of course it is quite natural that you and your family will still want to decorate your property, but in the interests of securing a buyer for your property, it's advisable to tone down those decorations as much as possible.



*When you're on the market  
should you deck the halls?*

When you're selling your property, it should look uncluttered. As well as enhancing its appearance, the absence of clutter helps prospective purchasers to imagine their own furniture and other possessions in place which, in turn, makes them more open to the idea of buying it.

If you set up an enormous Christmas tree and lots of decorations, this can distract people from other features of the property, and will also make the space seem smaller than it is.

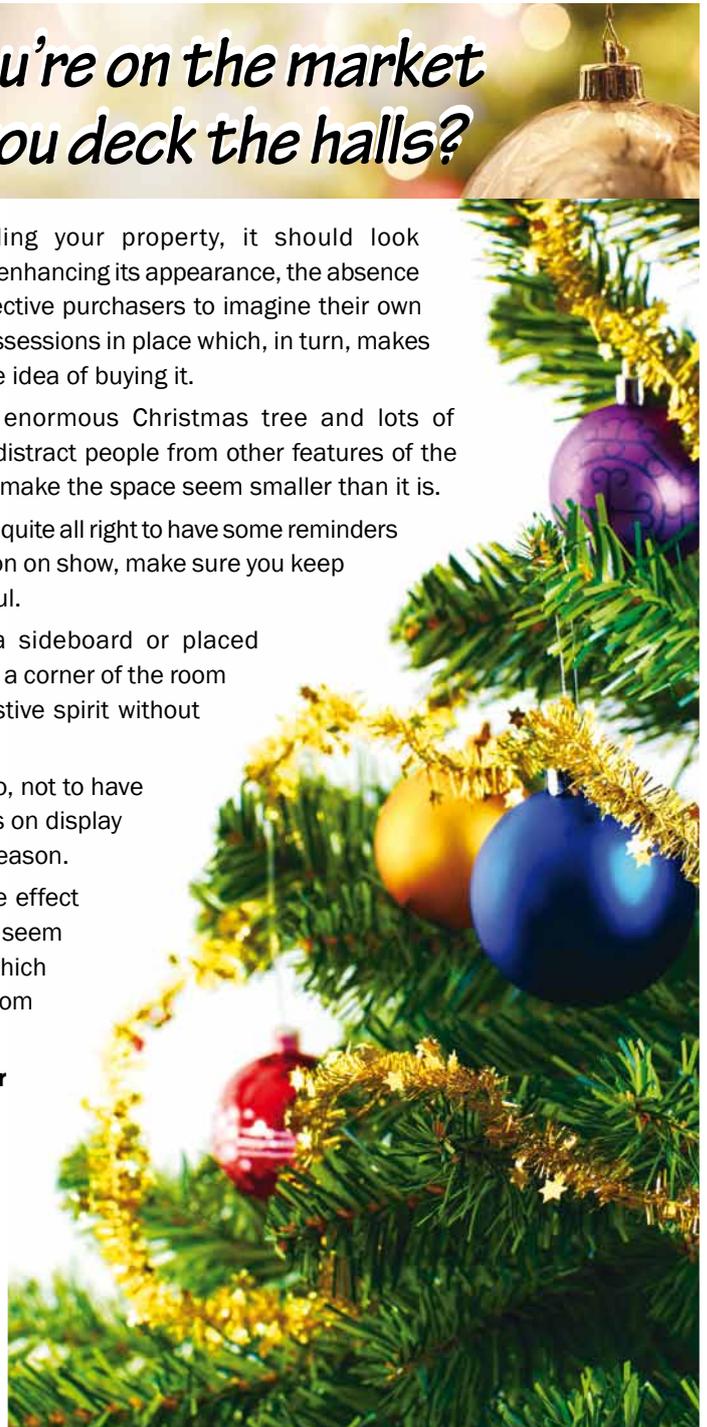
Therefore, while it's quite all right to have some reminders of the Christmas season on show, make sure you keep them small and tasteful.

A small tree on a sideboard or placed discreetly on a table in a corner of the room will still convey the festive spirit without dominating the room.

It's a good idea, too, not to have heaps of wrapped gifts on display in the pre-Christmas season.

This could have the effect of making the property seem very personal to you, which could prevent people from seeing it as theirs.

**Keep your decorations to a minimum. In this way, you can still enjoy Christmas and possibly help yourself to make a sale as well. And you can celebrate to your heart's content next year.**



# Bill Was Up To This Double Sale Challenge

CONTINUED FROM P.1

When Wayne and Betty fell in love with a retirement unit at Rosevale Village, they presented OzCombined's Bill Jennings with a challenge - they'd only buy it if and when he sold their Nulla Place, St Georges Basin residence.

With his Rosevale Village owner keen for a sale, and Wayne and Betty not wanting to miss out on the two bedroom villa, Bill had to pull out all stops.

In a record breaking, hectic 24 hour period he had the oversized, three bedroom, two bathroom Nulla Place property photographed, listed and on the market.

At the same time he alerted the many qualified buyers on the agency's extensive database.

Within two days he had a buyer. It took just one inspection and one offer for the luxurious property on a 706m<sup>2</sup> landscaped corner block to sell for just under the asking price, a price that at once surprised and delighted Wayne and Betty

Immediately the couple committed to Unit 52 at Rosevale Village, happy with the asking price and delighted that Bill had made their dream of a secure retirement a reality.

Bill said that in his many years in real estate in the area, it was probably one of his most satisfying sales arrangements.

"It was more than a little hectic and the pressure was really on," he said.

OzCombined Principal, Greg Walsh, said that the twin sale said a lot about Bill's reputation for integrity.

"Both owners were more than happy to trust him to do the right thing and look



after their respective interests, and he didn't let them down," Greg said.

"At the end of the day, everyone was a winner and it is certainly a nice feeling that we have helped a lovely couple."

Bill believes that there will be many more happy endings in the region before the year is out.

"We are increasingly seeing buyers keen to retire here and for our vendors that is adding up to more buyers than sellers - meaning quick results at good prices."



# Sell with Oz

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# Put Some *SIZZLE* Into Summer Sales Chances

With spring and summer recognised as the hot sales seasons, it's time to think about how you can maximise your opportunities for a quick sale.

It's only natural at this time of year that buyers will be particularly looking at patios, outdoor entertaining areas, landscaping, air conditioning and pools.

First impressions are critical and nothing is more off-putting to a buyer than entering a stuffy, hot house on a 30-degree day, which is why it's important to make your home summer-friendly.

With sunny days and gorgeous blue skies, everything is on display. Flowers will be in full bloom, trees will be fully leaved and yards should be kept as tidy as possible.

Walking through the front door, homeowners should assess the first impressions created and position furniture so that rooms have an 'open' feel. Place fresh flowers in vases and pictures on the wall to give the property extra vibrancy.

Remove any clutter, and while family photos are great, limit them to no more than three.

Be sure to have the kitchen and bathroom spotless and any used towels replaced with clean ones.

Most importantly, ensure any items requiring maintenance have been taken care of such as door handles, torn fly screens, broken window latches, light switches, light shades, leaking taps, doors opening and closing properly and

clean carpets.

If you have air conditioning, make sure it is in good working order and put it on when you are expecting potential buyers to be coming through. If you don't have air conditioning, make sure you open as many windows as you can to let in the fresh breeze and keep windows clean.

The key area of a property during summer is the back yard, where buyers will envisage an area for the kids and a space to entertain.

Australian's love their barbecues in summer and can't go past a good functioning back yard so make sure the barbecue is clean and looks to be in good condition, ensure the lawn is always mowed and presentable, and the landscaping is tidy with beautiful healthy plants that have been well-watered in the days leading up to any inspections.

Make sure your outdoor living areas are clean, tidy and inviting.

On the day of the inspection, give plants a light spray of water for a clean crisp look if water restrictions are not in force in your area.

For those with a pool or spa, be sure to keep them sparkling clean and leaf-free from crystal clear water to clean tiles at the top and bottom of the pool. Make sure any pool equipment is neatly stored away.

Don't forget the fence, gate, paths and decks. These should be thoroughly cleaned of dirt and any cobwebs and free of peeling paint.



## Other tips for selling a property in the summer:

- Schedule inspections for a time during the day when rooms are bright and have maximum sunlight shining.
- Keep pets out of the property during inspections and music at a minimum.
- Get rid of unsightly garden rubbish which detracts from the appeal of your garden. This goes for the garage, old sheds and any outbuildings.

**The sales staff at OzCombined have many years experience presenting homes for sale at their best and are more than happy to assist with advice in this area.**

## 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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