

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

AUCTIONS

How Do You Know If This Is The Way To Sell?



Story P.3

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- Selling Under The Hammer

HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

What will 2016 hold for property owners and buyers?

For buyers, the advice is to get in quickly. A fall in capital city values in the last quarter of 2015 will have investors looking wider afield to areas such as ours. Historically this sort of activity can force prices up.

Vendors will be in a great position this summer.

Our extended period of public holidays through summer brings more buyers into the area.

Australians are enamoured of a coastal lifestyle and properties always sell quickly during this period.

Provided interest rates remain stable, and there is every reason to believe that they will, vendors are in for a great ride.

Kind Regards,

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Principal



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The FINAL Checklist

When you can
tick all the boxes,
your home is ready
for sale

There's nothing like a list to provide motivation.

And when you're about to sell a home, you need that list more than ever to get things done and give your home that special 'Wow!' factor before prospective buyers start knocking on the door.

Make it easy for yourself. Divide the list into two parts, under the headings "Exterior" and "Interior", and decide which areas within each of those two parts needs attention. Once you've done that, arrange for someone to do the work or, if you have the expertise, do it yourself.

Then tick the relevant box. And pat yourself on the back for a job well done!

With both exterior and interior in order you can now open your home for inspection, confident that you have done everything you can to make it appealing to prospective buyers.

Exterior

- Repair or replace any fencing that is old or damaged.
- Make sure your garden and lawns are tidy.
- Check gutters, gables, eaves and downpipes and replace any that are rusting or need repair. If lookers come on a rainy day, you don't want them to see water pouring through holes in the guttering.
- Paint or replace your letterbox.
- Replace any torn or shabby window screens.
- Spruce up your front door or treat your house to a new one.
- With these things done, the exterior of your home should have that special sparkle that will attract buyers inside.

Interior

- Tidy up the interior and remove any items that you don't need. While you want it to look like a home, clear surfaces help people to imagine their own belongings there.
- If your home is overcrowded with furniture, think about putting some into storage while the house is on the market.
- Keep your windows clean and replace any old or shabby window dressing such as curtains and blinds.
- Make sure all your light bulbs are in working order. A non-working light can arouse doubts about the general condition of the home.
- Have your carpets cleaned regularly. As well as looking better they will smell fresh.
- If you can have the interior painted, this also creates a fresh look. As long as you choose acceptable colours, preferably neutral, this will also reassure people that they will not have to worry about painting immediately.

Deciding whether to sell by auction or by private treaty is a big decision, one for which vendors rely on the agent's experience and local market knowledge.

While there is a school of thought that auctions are the best way to go in a hot market where the buyer competition can be extremely competitive, there is no rule of thumb.

OzCombined Realty's Helena Daniels says the selling method is always a joint decision between owner and agent, after weighing all of the facts.

"As an example, we recently sold the property featured in this issue - 109 Kerry Street, Sanctuary Point.

"When we went through the pros and cons and weighed up all of the facts it was apparent that going to auction was the best choice for the vendor.

"Things taken into consideration included the seller's desire for a speedy outcome and the fact that the property needed work but was in a great location, situated on a large block - factors that would appeal to investors and developers as well as first home buyer looking for an entry level into the market.

"All of this meant we would be able to create the buyer competition that is needed for a successful outcome.

"And that is what we got with both the seller and the buyer delighted with the result on the day."

When thinking about an auction you need to consider market conditions, buyer demand, condition of the property, the speed of the sale and the exposure the property will receive.

OzCombined's auctions are tailored to the individual needs of the property, and are run efficiently to get maximum results - giving Oz an extremely high success rate.

Helena said anyone thinking of selling should contact OzCombined today to work out their best options.

Agent's Experience The Key To Sale



Sell with **Oz**

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Are you let down by the locks that protect your investment property?



To help you secure your investment and to save you money on unnecessary insurance claims, it may be worthwhile reviewing the security arrangements of your investment property

The law states that landlords must ensure that the premises they let to tenants are 'reasonably secure' for the benefit of both parties.

What 'reasonably secure' is, will vary according to the location of the premises and the potential risk of a break-in.

The landlord is not expected to set up another 'Fort Knox', but then again, a tenant has the right to notify the landlord in writing if the premises are not 'reasonably secure' and action must be taken in reasonable time.

Any tenant may apply to the landlord for permission to add locks and other security devices, and must pay all costs involved in fitting these new security devices.

Insurance companies have identified certain suburbs as 'higher risks' than others, depending on the number of break-ins occurring in these suburbs.

Landlords are advised to install deadlocks on doors and window locks on timber windows. (Aluminium windows usually have in-built keyed-locks).

Security screens are also recommended, but body corporate permission may be required.

You could also enlist the help of a security firm to assess your property.

Our property manager may be contacted for advice on your property security problems if you are thinking of upgrading the security devices on your premises.

Please note that replacement of locks and other security may serve as tax deductions.

Advantages of upgrading security on your investment property:

- Happier and more secure tenants, means less work for you in the long run.
- Depending on where your property

is located it may be considered as essential on a tenant's list

- Peace of mind for yourself, that your property is protected from any unwanted intruders. Remember, if someone breaks in it wont just be the tenant who has the costly expense of fixing any damage. A new deadlock may be far cheaper than an insurance claim and the associated excess costs.
- Possible tax benefits
- Lower insurance premiums. Yes, your insurance costs can increase if you start having to claim too often.
- Having an alarm system may get you insurance discounts, and impress potential tenants.
- Security for your investment
- Increased value of investment property.

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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