

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

TIME TO SELL

Prime Locations Always In Demand

SOLD
We Get Results

Story P.3

In this issue of Property News:

- **New Pool Rules Apply From April 29**
- **It's Time To Sell**
- **Negative Gearing And Investors**

HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

The media's big picture approach to real estate reporting has many potential sellers believing the sky may be in imminent danger of falling.

However, real estate is about neighbourhoods and in our area at the moment each suburb is in demand in terms of sales.

From our perspective, we are still seeing solid enquiry and our team is delivering strong results for our clients, both in terms of the speed of sales and the prices realised.

Remember, homes sell regardless of the climate. It all comes down to price and presentation, things about which we are happy to advise.

Kind Regards,
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Principal



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Vendor, Landlords Take Note

From 29 April 2016 no property in NSW with a swimming pool or spa pool can be sold or leased without a valid certificate of compliance or relevant occupation certificate.

- Your pool fence should be at least 1.2m high all around and in good repair;
- The gap between the bottom of the fence and the ground must not exceed 10cm;
- All palings (whether vertical or horizontal) must be less than 10cm apart;
- Any horizontal rails that could assist climbing should be on the pool side of the fence and if on the outside must be at least 900mm apart;
- Walls forming part of the pool barrier must have child-resistant doors and windows;

- The pool gate must open outwards and close and latch itself;
- The gate release mechanism must be 1.5m above the ground or located inside the gate at 1.2m and covered by an approved shield;
- The fence must be clear of trees, rocks, barbecues, deckchairs or any other object that could help a child climb over it;
- Your clothes line, barbecue or similar objects not directly related to the swimming pool should be outside the pool fence;
- You must display a resuscitation sign in the pool area.

POOL BARRIER SAFETY

How safe is your pool?

It's the owner's responsibility

The Royal Life Saving Society Australia has warned that every year more than 35 Australian children under the age of five drown and urged home pool owners to check, fix and maintain their home pool to help eliminate child drowning.

Because home pools are located close to the house the child's natural curiosity brings them into contact with the pool.

According to Royal Life Saving, the majority of home swimming pool deaths arose after the toddler fell into the pool or went in voluntarily.

The Society said the most common entries for toddlers into the pool were through an open gate, a house door, or by using nearby equipment to climb over the fence.

It warned that many parents mistakenly believed they could listen for their child calling for help but drowning could occur in a matter of seconds without any splash or crying to alert parents.

Royal Life Saving believes there are four things parents need to do to prevent drowning.

Firstly, they should fence the pool with a four sided fence. This means that access to the pool is via a gate not the house. It is also preferable that the pool area is only used for swimming and that any equipment not related to the functioning of the pool should be stored outside the pool area.

Secondly, children should be supervised



whenever they are in, on or around water. This supervision should be by an adult and the child should be within arms reach at all times.

Thirdly, it advises that parents and children should undertake water familiarisation classes and finally it recommends that adults should learn resuscitation techniques.

Royal Life Saving stresses it is easy for unsupervised children to gain access to the pool area by using nearby garden and furniture items to provide them with a foothold to climb over the fence. Additionally, in many social situations a pool gate is propped open to provide ease of access. This should never be done.

To reduce the risks of toddlers drowning Royal Life Saving has created the Keep Watch program which has four key messages:

- Supervise.
- Fence your pool and lock the gate.
- Familiarise your child with water.
- Learn resuscitation.

Toddler drowning prevention involves all of these components. Visit www.homepoolsafety.com.au for more information, but remember that even the sturdiest fencing is no substitute for constant supervision of children in and around your swimming pool.

Properties Will Always Be In Strong Demand

OzCombined Realty's Yasmin Keller never had any doubts that 12 Roper Street, Vincentia would sell.

"It was great to secure the sale at the full asking price along with an extended settlement that helped the owners' requirements," Yasmin said

"There are certain properties that are always in demand and this was one of those," Yasmin said.

"It offers single level living on a big, 993m² block just 150 metres from the beach in one of the most sought after streets in Vincentia."

The truth of Yasmin's predictions of a quick sale were evidenced immediately with 18 inspections generating two offers for a 10 day sale at the full asking price of \$595,000 - \$75,000 above the median price for similar properties in Vincentia.

Yasmin said that anyone thinking of selling should act quickly.

"The market generally has stabilised but our agency is enjoying full price offers for everything from acreage properties to Jervis Bay family residences.

"These results very much come down to market knowledge, to being able to identify a property's saleable assets and, importantly, knowing how to price it to meet the market's expectations.

"It is a skill that comes with experience."

Yasmin said that once the seller and agent had agreed on the price and



presentation, the sales process then hinged on the agency's ability to market effectively to the target audience.

"The final factor in the sales process after that is the individual agent's negotiation skills."

Yasmin's advice for prospective vendors is to act quickly before there is another change in market conditions.

"It really is time to sell and any delay could mean missing out on achieving the

right price in a fast time frame.

"While we have plenty of willing buyers on our database, factors such as looming elections have been known to quieten buyer enthusiasm."

"Sellers should be speaking with us now."



Sell

with

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To gear or not to gear?

What is negative gearing, and how can it help investors?

Is negative gearing really a good investment strategy?

The question is often asked by property investors, many of whom do not fully understand the meaning and implications of negative gearing.

In a nutshell, the answer is that it is really more a tax strategy.

Basically, negative gearing occurs where the costs of renting out an investment property outweigh the rental returns that are received from the rental of that property.



The cost of the loan (i.e. interest on mortgage repayments and stamp duty etc) is taken into account when calculating whether the investment is running at a loss. Some of the other costs of running a rental property that can be used to negatively gear a rental property include body corporate fees, building depreciation, cleaning costs, council rates, insurance costs, land tax, repairs, maintenance and water bills.

If the investment is shown to be running at a loss, the Australian Taxation Office allows investors to offset this loss against their income tax assessment.

This means that negative gearing on rental property is more a tax strategy than an investment strategy. While it can help property investors to reduce their taxable income in the short to medium term, it should not be considered the main reason for investing in any property.

There are, of course, obvious tax advantages to the negative gearing of a rental property. But the purpose of investing, after all, is to receive a positive cash flow and to make a profit. Over the longer term at least, you should be aiming to make a profit from your rental returns rather than a loss.

By making a loss in order to negatively gear your investment property, you may be relying too much on making a huge profit when it comes time to sell your property at some point in the future.

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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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