

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Gone In 3 Days



Median Prices Hit Record Levels In Hot Seller's Market

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LETTER FROM THE PRINCIPAL

Dear Readers,

Spring is traditionally the peak selling period.

The trick, though, is to get onto the market early.

At the start of Spring there are always more buyers than there are sellers and, judging by the Winter market this will definitely be the case this year.

Demand is at extraordinary levels and the rules of supply and demand apply.

The fewer properties, the more competition and the faster the sales at higher prices.

It is becoming more and more obvious that, due to the record low cost of mortgage debt, buyers are prepared to dig deep to secure that dream property.

Kind Regards,

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Spring into Selling



Why is this season the best time of the year to sell your property?

As the flowers begin to bloom, the trees sprout new growth and the rest of the natural world leaps into life, something else is changing.

The For Sale signs are popping up all around the neighbourhood and the crisp spring air is feeding their sudden growth.



Most property owners hibernate during the colder months and leap into action when spring arrives.

So why is spring the busiest season for selling?

The most wonderful thing about selling in spring, is the way the season adds an extra sparkle to your property.



The superfluous sunlight streaming through the windows, the vibrant blooming flowers in the garden and the twitter of birds outside, comes together to create a magical experience for potential buyers inspecting your property.

It is one of those times of the year when you can make your property look outstanding with very little effort.

Why are the seemingly small things like gardens, important when you are selling during spring?



You can only make a first impression once, and the front garden is where it all happens.

A blooming and lush front garden will forge a lasting impression in the minds of buyers and will set the mood for the rest of the property.

Spring time encourages growth, so you may need to trim the trees and shrubs, mow the lawn and weed the garden.



A fresh coat of paint on the letterbox, fence or guttering will also spruce up the overall look.

How can spring cleaning give your property the extra boost it needs to sell in the current market?

If you have decided to put your property on the market, now is also the perfect time to give it a spring clean.

Give the outside of the house a good wash down and remove all cobwebs from inside and out.

Get the carpets cleaned professionally, polish the floors and replace any broken or chipped tiles.

If you have just put your property on the market, chances are you will be moving soon, so clear your house of all those items that add clutter to your life.

The market is the busiest during Spring. Does this help or hinder?

Spring is a time when most homeowners take the plunge and put their property on the market. While the season works magically for the presentation and feel of your home, the increased amount of property can create an over supply.

Most sellers do not realise, most potential buyers do not wait for the warmer seasons to look for their new property.

They continue to search the market all-year-round.

Spring weather can give your property the extra appeal it needs to sell but you should not put too much importance in the season. However, there is no denying that there has never been a better time to sell than now

With an excellent marketing campaign and professional attention to detail, a property can look great regardless of season

Developments Selling Out, Prices Red Hot

Oz Combined Realty's Helena Daniels is enjoying a stellar sales period and is advising prospective sellers that there has never been a better time than now with fast sales at top prices achievable.

Helena just sold a three bedroom, two bathroom property at 2 Gynea Avenue, Sanctuary Point at the first Open House during which she received multiple offers.

Set on a 556m² block, the property ticked all of the boxes for many buyers with its raked ceilings, open plan design, solar power and large covered outdoor entertaining area in the rear where there is an adjoining courtyard.

Adding to the appeal, the yard is capable of storing a boat or caravan and there is an oversized lock up garage and retreat area.

Helena said that the speed of this sale was far from an anomaly, but a reflection of the current hot market.

"The buyer demand is just incredible and as a result the median price for homes has shot up and is the highest it has ever been at \$393,000," she said.

"The situation in terms of demand is the same right across the market spectrum with record high prices being achieved.

"There is one new development that we have completely sold out and another is almost sold out."

Helena describes it as a "perfect storm" for sellers.

"The record low interest rates have made mortgage debt more affordable and have brought a lot of new investors into the market as well as encouraging property owners to upgrade or downsize.

"In addition, mums and dads are



using the recently increased equity in their homes to help their first home buyer children into the market."

During the normally quiet Winter period there were more buyers than there were sellers and Helena believes that this will be the case well into Spring, creating

great opportunities for those sellers astute enough to get into the market early to benefit from the competition among buyers.

"There has simply never been a better time to sell. Many owners will be surprised at what their property is worth."

Sell *with* Oz

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What makes an **OUTSTANDING INVESTMENT?**



Should you aim for the top end of the market or stick to investing in a villa or similar? What about a holiday rental?

Oz Combined conduct a very successful property management service where we have owners giving us the management rights to their properties for many years.

In this article, we discuss some basic concepts to help you with your decisions.

It can be a good idea to have several properties to let rather than one large expensive property for rent.

When times are good and people have got money to burn, an expensive property will give you a good return.

But as soon as the economic belt tightens, people downsize to smaller rentals and your expensive rental property could be left sitting on the shelf.

It is far better to have two out of three properties rented when times get tough than to be stuck with a property no one can afford to rent.

Once the decision has been made to invest in property, you relax and ponder the prospect of receiving a good rental payment each month.

But how do you rent the property for the best price? How do you know whether you will get a good tenant?

To ensure you make the most out of a rental property, give us a call today as we manage properties throughout the area.

Many owners have been using our rental management services for years and are relieved that we can take the hassle out of managing property for them.

We are happy to discuss the various areas, the demand and the types of rents that can be expected from various properties.

What types of property are people currently renting now in the area?

In considering a property, look for the type of accommodation that will be attractive to long term renters.

You may not get the big weekly rental of an expensive property, but you will rest easy with the knowledge that your property will be rented continually for years to come.

If you aim for the high end of the market and find you can't rent it out for a month or two you will have to foot the mortgage repayments.

This can be a major nightmare if you were relying solely on a rental return each week without fail!

There are some key areas you should look to for a good property investment for rental:

- Good position; near public transport, shops, schools and amenities;
- Excellent floor plan with open plan living areas. The more spacious the feel, the easier it is to rent.
- Choose a property that doesn't require ongoing expensive maintenance. Pools look nice, but will tenants look after them?

What about Holiday Rentals?

Holiday rentals are a whole different ball game and an area in which we have a specific expertise going back many years.

The initial outlay can be much higher, particularly given that they need to be well located and will have to be fully furnished and equipped. Also, the returns can be seasonal.

That said, though, the returns are quite exceptional in this area and we are happy to discuss this with you at length and even to suggest some suitable properties.

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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