

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*



**When one property attracts inspections by 86 groups and is contested at auction by 12 registered bidders, there is no denying that it is a sellers' market.**

That was the result when Oz Combined Realty's Robert Zuzic was charged with the sale of a deceased estate at 41 St George Ave, Vincentia.

"This was very much a market entry level property so it attracted interest from a wide range of people - everyone from first home buyers to investors," Robert said.

As a result of this and other recent successful auctions, Oz Combined has significantly grown its database of qualified buyers, people actively seeking homes in the local market.

"By the very nature of auctions, the majority of people added to our database as a result of an auction property inspection already have their finances in place and are ready to buy immediately," Robert advised.

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## In this issue of Property News:

- Water Systems Add Value
- Entry Level Properties Needed
- It's Spring - Time To Sell

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## LETTER FROM THE PRINCIPAL

Dear Readers,

Record prices, rapid sales, increasing property values ... the market favours sellers more than at any other period in the past 10 years, probably longer.

It is almost a perfect storm if you are selling a property.

Low interest rates mean low repayments so buyers are less worried about price.

Stock shortages mean less competition so homes are selling quickly for top dollar.

We are asked all of the time - "When is the best time to sell?"

Well the answer is unequivocal - NOW!

Kind Regards,

**Greg Walsh**

Principal



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# How green does your garden grow?

**Most people know that a lush green garden can do wonders for the value of your property, but in the times of water restrictions, it is harder to keep lawns green and the flowers blossoming.**

**So how can you maintain a stunning garden, whilst also doing what you can to conserve our most precious natural resource?**

In this article, we will give you a few tips on what you should consider when you want to nurture a vibrant and inviting garden area.



## INSTALL A GREY WATER RECYCLING SYSTEM

A Grey Water system is one of the easiest ways to re-use the household water that would normally disappear down the plug hole.

By fitting specially made attachments to your shower head and in the laundry, you can start recycling the 'grey water' to use on your lawns and gardens.



## INVEST IN A WATER TANK

Installing a water tank not only saves you water but it can also save you money. By buying a tank to catch the rainwater run-off from your roof, some councils will provide you with a one-off rebate.

The size of the tank depends on the size of the property and whether you will be using the water for other things besides watering the garden.



## CREATE A GARDEN USING NATIVE PLANTS THAT THRIVE IN YOUR CLIMATE

Investing in resilient native shrubs and flowers will increase your chances of maintaining an appealing garden.

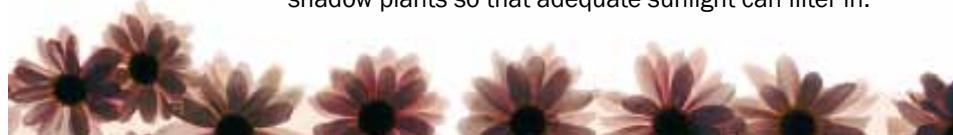
Plants that are native to your area and conditions usually thrive without extra attention so it's a good idea to tailor your garden to suit the soil type. Coastal soils differ from inland soils and the temperature and wind conditions of an area also affect plant life.



## USE PLANTS TO CREATE LIGHT OR SHADE IN YOUR GARDEN AND IN YOUR PROPERTY

When it comes to cutting the energy consumption of your property, the plants in your garden can help to warm and cool your property using the sun and shade.

If your property is cold and dark, keep windows free from shadow plants so that adequate sunlight can filter in.



# It's Time To Sell in Hot Market

The number of people who inspected 41 St George Ave, Vincentia is a reflection of the shortage of entry level properties.

Selling agent Robert Zuzic said that this interest should give heart to anyone who has been thinking that perhaps their property is too rundown, too down-market, to attract a good price.

"As a result of the record low cost of mortgage debt, there are more investors in the market now than ever before and virtually any type of entry level property will attract big interest."

"Come auction day and this interest translates to competition that drives the price up."

That was the case with the St George Ave property. It eventually sold under the hammer above the reserve price.

A two-storey, two bedroom, two bathroom home, it sits on a 672m<sup>2</sup> block and was seen by buyers as a prime canvas for transformation, one just oozing renovation potential to maximise capital growth.

Robert said that the current market offers very real benefits to those who, for one reason or another, wish to sell off-market without advertising or promotion.

"Because finance is cheap, buyers are increasingly prepared to offer top dollar to acquire a home if it means that they don't have to risk missing out at an auction."

"It is becoming very obvious that price barriers are disappearing when it comes to acquiring a property."

He warned, though, that pricing still has to meet market expectations and an experienced agent's skill is judging the price level.

"It's just that those expectations have risen dramatically."



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# It's the season for buying and selling



Is spring the best time to buy or sell a home?

**There are quite a few answers to this question, with replies relating to the state of the market, your finances, your requirements, interest rates and other such matters coming thick and fast.**

However, while it is, of course, best to buy or sell when it suits your individual needs, there's something about spring that seems to start the market ticking over.

And this "spring effect" has flow-on benefits for both buyers and sellers alike.

## Buying in Spring

The weather has a lot to do with it, of course. If you're planning to buy, there is much more incentive to get out and about now that the weather is warmer, rather than shivering through inspections in the winter cold.

This anticipated increase in inspections during spring encourages people to put their properties on the market, providing you with many options to choose from.

## Selling in Spring

Planning to sell in spring also makes sense from the point of view that this is usually the time when your house and garden are looking their best.

It is also the time when people are keen to buy because they hope to be able to move and settle into their new property before the Christmas break, so there is more chance of attracting genuine buyers.

One well-known real estate principle is that it is wise to be a buyer when other people are selling, and to be a seller when other people are buying.

The great thing about spring is that this applies both ways. It's a time when some people are selling and others are buying, resulting in it being the prime real estate season.

**So whether you plan to buy or sell property, make up your mind to make the most of spring and look forward to an outstanding result!**

**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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