

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Holiday Bookings Filling Fast



Huge Demand For Jervis Bay Holiday Homes...P.3

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LETTER FROM THE PRINCIPAL

Dear Readers,

The 2016 market has been one of the most dynamic on record.

Record low interest rates translate to a low cost of mortgage debt and property buyers of all classes are taking advantage of this.

First home buyers, first time investors, mums and dads taking the opportunity to upgrade the family home ... we have seen them all.

There are more buyers than sellers and that is positively impacting both prices and the speed of sales.

There is every reason to believe that this will continue into the New Year.

Have a safe, happy and positive family Christmas.

Kind Regards,

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Buying at Christmas



Top selling tips to win a sale

Many so called experts will tell you the Christmas New Year period is not a strong period in the real estate market.

Sure, real estate is not on everyone's mind at this time of year, but you don't want everyone, just one buyer.

Consider that the Christmas New Year break is actually our longest holiday period and as such it affords the best opportunities for buyers to travel and investigate their property options, particularly those who are being transferred into your area.

Of course if you're in a position where you have to sell then it makes no difference to you what time of the year it is.

And if you're selling a well located holiday or investment property then there's no better time to sell it than when holidaying visitors are in your neighbourhood.

The bottom line is that there are still buyers looking at Christmas and it is only at this time of year that they have the time to spend looking at properties.

If you're selling for whatever reason during this period there are two decisions you need to make: the choice of agent and whether or not to decorate your home.

Apart from all of the normal criteria, the choice of agent will come down to whether their office is open, operating hours and staffing levels. You also need to know what is their level of advertising and marketing activity during this period.

Then there's the question of decorations and the general presentation of your home.

Consider that

your potential buyers come pre-packaged with biases and prejudices. They may not even celebrate the traditional Christmas as you know it or, if they do, they may be offended by the non religious icons we have come to associate with the season.

Why give them more information than they need to know about you?

By not decorating, you are protecting your privacy during home showings. You are also making your home feel more spacious without blocking pathways.

When buyers enter your home, you want them to imagine putting their own furniture in each room, making it theirs, and they can't do that if your holiday decorations dominate the stage.

But what if the kids demand decorations?

If you must decorate keep it to a minimum. Don't block or cover up important selling features such as fireplace mantels, stairs, stained-glass windows.

🌲 Tone down the size of tree. In place of a two metre tree, try decorating a table-top, one metre version.

🌲 Stack wrapped presents in a closet or in one corner.

🌲 Use more splashes of red than green because red is an emotionally appealing colour.

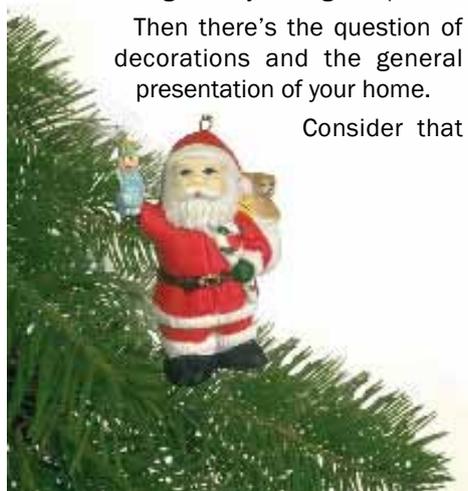
🌲 Resist the urge to hang banners. Use greenery instead such as evergreen or rosemary garlands.

🌲 Never leave candles burning unattended.

🌲 Set a plate of cookies on the counter, next to festive paper napkins for guests.

🌲 Simmer spicy apple cider on the stove, and set out cups and a ladle.

Generally, look to ways to use Christmas cheer to your advantage to generate a homely, lived in and loved feel about your property.



Holiday Rentals in Demand

Oz Combined Realty is already fielding strong demands for holiday rental properties over the Christmas and New Year break.

Holiday rental specialist, Madison Tasker, said that the agency's policy of year-round advertising and promotion ensures it is the first call for most holiday makers.

"Our investors are receiving holiday rental returns from \$700 per week, for a quaint property by the water, up to \$5500 in peak season for an exclusive, luxury beachfront property," Madison said.

"There is a huge and growing demand for holiday properties in Jervis Bay and the Basin area.

"As a result, there are many owners considering renting out their own homes to secure extra income over the busy holiday period.

Oz Combined Realty has been renting homes in the area since 1989 and the Oz Combined Realty Holiday Accommodation service offers houses, villas and units for every budget.

The agency manages a range of holiday accommodation including apartments, flats, houses, townhouses and villas in Basin View, Huskisson, Sanctuary Point, St Georges Basin, Tomerong, Vincentia and Woollamia.

Over the holiday periods, holiday homes are always in great demand.

If you have been wondering what it would take to Holiday rent your property in the Jervis Bay area, we can provide you with all of the information you need.



Holiday

with



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SAFETY TIPS FOR CHRISTMAS

Keep your property safe at Christmas

With the Christmas season almost upon us, it's a good time to pass on some Christmas decoration safety tips to your tenants.

By doing this, you can help to keep both them and your property safe over the festive season.

Lights

While they make a wonderful display, Christmas lights can also create problems if not handled with care.

If they are using indoor Christmas lighting, advise your tenants to replace this lighting every three or four years.

They should also be aware that using more than three strings of lights to an extension cord is extremely dangerous as it poses a fire hazard.

Even more serious hazards can be encountered with the use of exterior Christmas lights. There are also liability risks for landlords. People getting up on the roof to install lights could suffer injuries by falling. They could also damage the roof itself by walking on it. Any lights and extension cords used for exterior Christmas lighting should be certified for exterior use and plugged into approved outlets.



Candles

Burning candles is a custom that many people enjoy at Christmas, but once again this can present a serious fire risk. This can occur if candles are placed too close to flammable objects. Candles left unattended in the presence of small children can also be knocked over, resulting in a fire.



Tree Decorations

Many Christmas tree decorations are small, and some can shatter easily. If your tenants have small children, remind them of the danger of leaving them alone with the decorated tree. Children are extremely curious and could easily be tempted to reach for the tree decorations. This could result in them pulling the tree over onto themselves. If they manage to detach an ornament from the tree, there is also the risk of choking or cutting if a child tries to "taste" an ornament, or breaks it.

So wish your tenants a happy Christmas – while doing your best to help ensure it is a safe one for them and for your 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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