

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Waterfront Demand Means Top Prices



An influx of holidaymakers, as well as retirees looking to secure an idyllic lifestyle, is seeing an increasing demand for waterfront properties in and around Jervis Bay and the Basin.

OzCombined Realty's, Yaz Keller, said that her recent sales of 352 Elizabeth Dr, Vincentia (above) and 12 Sydney St, Huskisson (left), serve to underscore the increased buyer activity at a time when holiday accommodation is almost fully booked and investors can see the area's potential.

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HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

Even in a seller's market such as the current one, the timely, profitable sale of your property still comes down to the application and dedication of the agent you choose.

These results also rely very much on the agent's local market knowledge and experience.

In the current market, and particularly at the current time when there are so many visitors in the local area, sellers should be seeing activity.

If you are not, then sit down with your agent and re-examine your property and the marketing.

Is it priced to meet the market? Is it presented to attract buyer interest? What has been the feedback from those who have inspected it?

If you are confident that all of these boxes have been ticked, then it may be time to look at your agent's application and dedication.

Kind Regards,

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Turning an offer into a sale



Attracting an offer for your home is one thing. Turning that offer into a sale is another.

One of the best ways to convert an offer into a sale at the price that is right for you is to have the help of a qualified and experienced real estate agent.

There is, of course, no obligation to use an agent when selling a property, and some people decide to go it alone in order to save on commission. However, as many people have found, this can be false economy. As well as taking a great deal of stress out of the selling process, the assistance and advice of an agent can help to secure a much better price for your property.

With specialised knowledge of the market and the real estate industry, an agent can do many things for you that you would find difficult and time-consuming if trying to do them yourself.

Among the things an agent can do before the sale to make life easier for someone selling a property are:

- Evaluate the local market and advise you on home values.
- Suggest an appropriate listing price for your property.

- Advise you on how best to present your home for sale.

- Help with information about various documentation you will require.

- Create advertising material to market your home as widely and effectively as possible.

Among the things an agent can do to help you once you have received any offers are:

- Help you evaluate the strength of each offer, and decide whether to accept or reject any offer outright or whether to make a counter-offer.
- Assist with decisions over any requests from a purchaser for a reduction in price due to such issues as repairs that need to be carried out.
- Negotiate with the buyer's agent where necessary until the purchase contract is completed.

These are just a few of the areas where an agent can help you before you put your house on the market and after you sell it.

If it already sounds like a lot of work, make the most of the expert help available and take the headache out of selling by enlisting a qualified agent to do the work for you.

Holiday Makers, Baby Boomers Adding Strong Sales Impetus

OzCombined's Yaz Keller has one message to potential sellers - "Get in now!"

"Not only are local buyers more active than ever as a result of the historic low interest rates, but we are seeing more and more baby boomer retirees looking to relocate to the area, creating a real sellers' market," Yaz said.

"Added to these groups now is the current crop of holidaymakers who have almost booked out the region. Daily these people are coming through our doors looking for investment opportunities, as they have seen for themselves the popularity of the area" she said.

The state of the market is best described as dynamic, with even top end waterfront properties that have previously languished, now selling.

Yaz said that her recent Elizabeth Drive and Sydney Street sales were cases in point.

"Because there's a smaller buyer pool in the million dollar plus market, the two properties had been on the market for a little while, but we were always confident that the summer holiday period would see them sell quickly and for top dollar, and that was certainly the case."

352 Elizabeth Drive, Vincentia is a three bedroom, two bathroom property on a 784 sq.m. block that backs onto Orion Beach and enjoys views over Jervis Bay.

12 Sydney Street, Huskisson is a four bedroom three bathroom property with a wide rear deck with North Eastern aspect and sun drenched views over Currumbene Creek and Jervis Bay.

Yaz said that as investments, these properties would rent at the high end of the \$4000 to \$5000 per week that holiday rentals are currently commanding in the area.

Yaz said that she expects the market to build even further in the next few weeks, particularly now that some of the major banks have indicated their belief the Reserve Bank may yet be forced to reduce interest rates still further.



SOLD - 352 Elizabeth Dr, Vincentia (above) and 12 Sydney St, Huskisson (below) both commanded high prices



If you have been toying with the idea of selling, now is definitely the time. Contact OzCombined on 4441 6033 to arrange a no obligation market appraisal, chances are that the predicted sale price will more than surprise.

Sell

with

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The value of having a professional **PROPERTY MANAGER**



Managing a property by yourself can be a recipe for time consuming hassles most of us don't need.

With government legislation often on the side of the tenant, you can find yourself in hot water that could leave you thousands of dollars out of pocket.

So why do some owners choose to manage property themselves?

The answer is also simple. They think they can do the job as well as the trained professional. And they also think they will save money in the process.

The reality is that the number one reason why people decide to prematurely unload their investment property is because they are unable to handle the complexities of managing their property.

Managing a property is time consuming and it's hard to remain emotionally detached if you have tenants ringing you up complaining about every little thing.

Most long-term property investors will tell you a story about their tenant from hell.

The simple solution to successfully managing your property is to get a professional property manager to do it for you.

Because property management is their field of expertise, a qualified property manager will stay abreast of changes to property legislation and inform you of relevant changes affecting your investment.

They will negotiate this deal on your behalf with a minimum of fuss and make you significant gains that you may have missed out on if you had been doing it yourself.

Another important part of managing a property is carrying out regular inspections to make sure that the property is being properly looked after. When owners do this, they tend to remember their property in better condition than it originally was.

They conveniently forget that there were stains in the carpet and chips in the paintwork. The presence of these normal signs of wear and tear can lead to conflict with the tenant and can end up in costly court proceedings that could easily have been avoided.

Plus, a good property manager will have access to a large number of competent tradespeople that they regularly work with. This means you will receive discounted service fees, representing a significant saving for you.

In addition to all this, your property manager will maintain full records on the property and account each month for all rent paid as well as any money spent.

If you see the value in investing in property and want a team of experts to take away the hassles then we can help.

Since we first opened for business we realised that to have the reputation we wanted we would need to employ topflight property managers.

When you deal with our team you will see that our goal of the best service will be more than met!

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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