

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

It's A Sellers Market

SOLD AGAIN: 10% CAPITAL GROWTH IN JUST SIX MONTHS



What's Your Property Worth?

"If you don't know the CORRECT ANSWER it will be a costly mistake."

Record prices and rapid sales are becoming the norm for the OzCombined Realty team, pointing to a record Spring-Summer selling period for vendors.

Principal, Greg Walsh, from OzCombined Realty, says there has never been a better time to sell.

DETAILS P.3

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- Spring Sales Blooming
- 10% Capital Growth In 6 Months
- Renovate and Profit

HUSKISSON & SANCTUARY POINT



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LETTER FROM THE PRINCIPAL

Dear Readers,

There is no denying that with more buyers than sellers we are experiencing a very strong seller's market.

Sellers are getting fast sales and, quite often, better than expected prices.

But what is our property really worth in this market? Are you asking enough or, indeed, too much?

When appointing an agent, you need to make them justify their price expectation.

For our part, we utilise best practice industry resources to analyse sales trends and pricing.

Between this statistical analysis and our own vast experience in the local market, we are very confident of our pricing strategy.

Kind Regards,

Greg Walsh

Principal



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

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 springtime air is feeding their sudden growth.



Most homes hibernate during the colder months and then leap into selling 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 home.



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 home look outstanding with very little effort.



Why are the seemingly small things like gardens, important when you are selling your home 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 home.

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 home the extra boost it needs to sell in the current market?

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

Give the outside of your 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 home 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 home. They continue to search the market all-year-round.

Spring weather can give your home the extra appeal it needs to sell but you should not put too much importance in the season.

With an excellent marketing campaign and professional attention to detail, a home can look its best during winter, autumn, summer and spring.

Owners Should Act Quickly To Get Into The Market

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The market is almost a perfect storm for vendors with a range of factors combining to increase demand and, hence, the speed of sales and the prices being achieved.

However, OzCombined Realty Principal, Greg Walsh, says that the market is moving so fast that some owners may be under estimating the sales value of their properties.

“Just a few weeks ago record low interest rates were the prime market drivers,” Greg said.

“Now, stock market nervousness is coming into play with investors particularly worried how China’s woes will play out.

“As a result we are increasingly seeing a return to the security of bricks and mortar, whether it be home owners upgrading or investors buying property.”

Greg said that while the speed of change might be making it harder for some agents to realistically appraise properties, he and his team ensure their clients are on top of the market by offering a full statistical analysis combined with their own extensive market knowledge.

That wealth of local market experience more than paid off recently for the owners of 3 Penguin Street, Sanctuary Point, a sale that showed how quickly the market has changed.

After a careful analysis of recent sales of similar properties, agent Ben Collinson surprised the owners of just six months with his pricing prediction.

“We know this market well and I was



very confident in my pricing strategy,” Ben said.

His decision was borne out by the interest and eventual sales price.

After multiple buyers had inspected the home, Ben went back to the owners with a sale of \$266,000, representing an amazing 10% capital growth in just six months.

Greg Walsh said that it takes an experienced agent to identify all of the factors that go to boosting a property’s

sales potential and local knowledge is key.

“Many owners are missing out if they don’t have that expertise on their side.

“We would urge vendors to speak with us before going with an appraisal that may be robbing them of profits.

“We will provide free a statistical profile detailing recent sales, demographics and other factors and will then give you an appraisal based also on our own experience in this market.”

Sell

with

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RENOVATING YOUR RENTAL

By offering a rental property in good condition you are more likely to attract the right tenants

There are three major advantages to spending some time and money preparing your property before you offer it to tenants.

1. A property in good condition will achieve a better rental figure than one that is fit for occupation but in need of a fair bit of TLC.
2. It will be more likely to attract a better quality tenant, who will look after it.
3. By carrying out some renovations and keeping your property in good condition, you will maintain and increase its value, always an advantage if you plan to sell down the track.



Areas to renovate

The main rooms to consider for renovation are the **kitchen** and **bathroom**. If these are old, tatty and badly maintained and equipped, your property is unlikely to be attractive to good calibre tenants.

It's worth renovating or replacing these rooms and not in the cheapest way possible. While you don't have to buy the latest designer equipment, make sure you're getting good quality, or it will soon be worn out and need replacing again.

New **carpet** also makes a big difference to the appearance of a property but you don't have to spend a fortune on it. Rather than purchasing something plush it's better to buy standard, medium grade carpet in a neutral shade and add some high quality padding underneath. This helps the carpet to last longer and gives it that plush feeling without the extra cost.

A coat of **paint** in a light, neutral colour is another good way to freshen up a property. If you use the same colour throughout, you will find it easier in the future if you need to spot paint.

Getting organised

If you decide to renovate, you'll want it done as quickly as possible, in order to get tenants in. That's fine if you're able to do the work yourself but, if not, you'll need to make sure you have things organised. Work out the order in which the work needs to be done and try to line up the necessary tradespeople accordingly.

Once this is all done you can take in your tenants, sit back and let your newly renovated property work for you.

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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