

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Property sold for \$1,020,000



For full details **SEE PAGE 3**

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- Sold in 8 weeks for \$1.02M after changing agents
- Renovating your rental

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LETTER FROM THE PRINCIPAL

Dear Readers,

Choosing the right agent to sell your property is critical. Our feature story illustrates this point, with a property that was on the market for over 12 months with other agents, before Oz Combined Realty sold it in 8 weeks for \$1,020,000. See page 3 for more details.

Investing in property can be a very sound choice, however it is always worth doing some research before you make your investment. Our story on page 2 has a few things to consider in that process.

Once you have purchased an investment property it is important that it is maintained. We have some helpful tips on renovating your rental in our page 4 story.

Please give us a call if you are considering selling, buying or renting, we are here to help.

Kind regards,

Greg Walsh

Principal



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How to get a **good return** on your investment property



When you buy an investment property, you're investing a lot of money in your future.

So you want to make sure you do everything you can to ensure you achieve a good return on your investment.

Some of the ways to do this include:

Do your homework

You're investing a lot of money in this venture and you don't want to risk your financial future by acting too hastily. Do some research before committing. Check valuations and recent prices on reputable real estate websites to ensure you're making a wise decision.

Watch your finances

Don't get your hopes up before knowing you have the finance to buy. You could waste a lot of time looking in the wrong price bracket and then find you can't borrow enough money.

Check the demand

There's no point buying an investment property unless you can be sure it will

be tenanted. One way to do this is to buy close to facilities such as shops, schools and transport. People usually want to live close to such facilities and will look for rental accommodation nearby.

Think long term

Don't buy an investment property hoping to cash in on a boom in the next couple of years. Rather than trying to predict what the market will do, you're better to set your sights on buying the type of property for which there is an established demand so that it will bring in the returns you want.

Find a good property manager

Once you have your investment property, make sure it is managed properly. A good property manager can take the worry out of finding the right tenants, collecting rents and maintenance. Make sure your property manager is licensed, has local knowledge and understands the importance of communicating regularly with you about your investment property.

Follow these tips and you'll be well on your way to a happy future as a property investor.

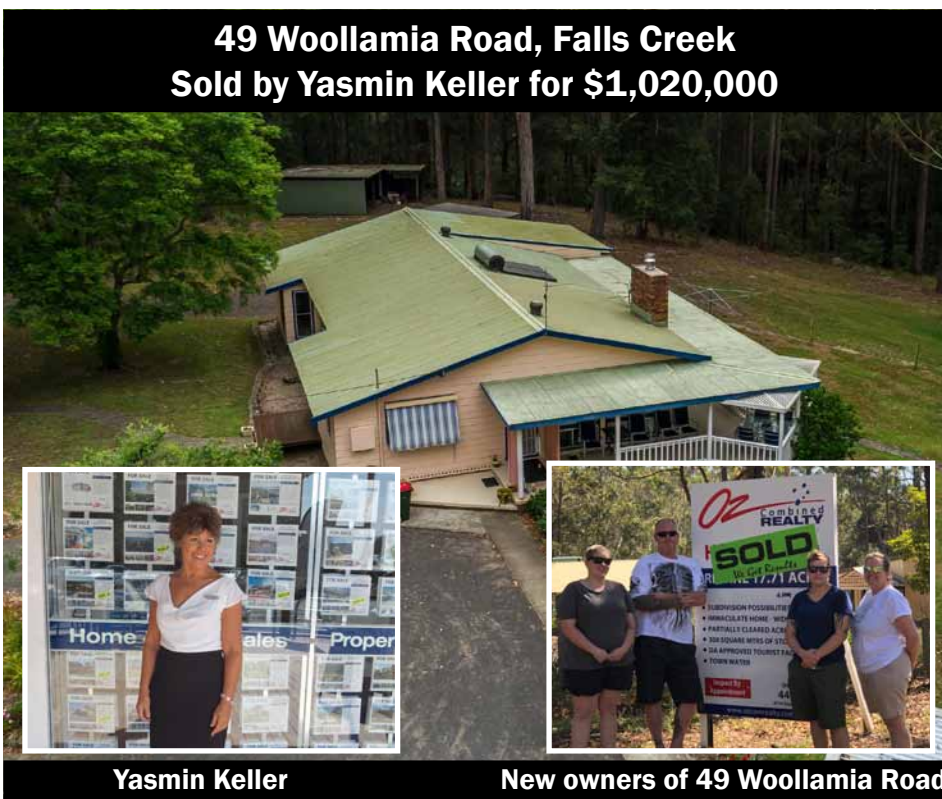
Sold in 8 weeks for \$1.02M after changing agents

Once again, Oz Combined Realty has succeeded where others failed to do so with the remarkable sale of 49 Woollamia Road, Falls Creek. The property had been for sale for over 12 months, previously with 3 other agents, all with no results. However, property consultant Yasmin Keller from Oz Combined Realty marketed the property and secured a successful sale of \$1,020,000 in just eight weeks.

The beautifully presented four-bedroom property, set on a pristine 17.7 acres, had enormous potential. The generous and cosy single-level house presented immediate comfort and liveability while the impressive land size offered the possibility of further development, as well as acreage for horses and animals. A much-loved property and an extraordinary opportunity – all it needed was the right buyer to appreciate all it had to offer.

Thanks to Yasmin, a buyer was found and the owners were delighted with the result. The property was a specific one, and with no listing price set, Yasmin was able to attract genuine buyers in a very short amount of time. While other agents had the property on the market for months, Yasmin generated immediate interest and after a total of 52 inspections, 5 offers were made and a satisfying sale secured in a short time.

As Yasmin was able to target the appropriate audience, the successful buyer was someone who genuinely appreciated such a property. And there were four other seriously interested



49 Woollamia Road, Falls Creek
Sold by Yasmin Keller for \$1,020,000

Yasmin Keller

New owners of 49 Woollamia Road

parties. This means that a sale was much more likely to occur and a top price more likely achieved.

As for the owners, they were absolutely over the moon, particularly as the outcome assisted with all their needs. The sale was timely and offered an extended settlement, while the price of \$1,020,000 exceeded their expectations.

So, if you are thinking of selling Oz Combined Realty know how to attract appropriate buyers and achieve smooth, speedy and successful results. It's more than just selling; it's finding the right

buyer for each property and achieving an outstanding price in a short amount of time.

The owners of Woollamia Road were delighted with the process, in particular the efforts of Yasmin, who achieved everything they could have wished for: "Yasmin's appraisal was correct for the market. We found her easy to work with – diligent and professional with a manner that gets results. She achieved the outcome we wanted. We have no hesitation in recommending Yasmin."

Get Results

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 higher 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, either. 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 king's ransom 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.



Call Us Today, Great Results Can Happen

We Get Results!



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