

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

SUCCESSFUL SALE AT TOP PRICE

72 DUNCAN STREET, VINCENIA



For full details **SEE PAGE 3**

In this issue of Property News:

- Is the garden helping to sell your property?
- Knowing how to get the top price is essential
- Making your investment property pet friendly

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LETTER FROM THE PRINCIPAL

Dear Readers,

In this issue of Property News we look at what strategies contributed to the successful sale of a Vincentia property. For more details please read the page 3 story.

Your property's garden, whether big or small, can influence potential buyers first impressions. Our page 2 story provides some simple tips on how to make gardens look their best.

Making your investment property pet friendly can help increase the pool of potential tenants. If this is a strategy you are considering, have a read of our story on page 4.

Please remember if you are considering selling, buying or leasing property, please give us a call. We have an experienced team with great local knowledge, ready to help.

Kind regards,

Greg Walsh

Principal



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When selling a property it is easy to see the garden as an afterthought, but buyers can be very discerning when it comes to outside space and won't forgive a messy and unappealing garden.

There are some simple and easy ways to ensure the outside space adds to the desirability of your property.

CLEAN AND TIDY

A clean, tidy and uncluttered space is desirable, so as not to put off buyers before they even reach the front door.

Do a general clean and tidy first and foremost. Pull weeds, trim hedges and discard any dead plants or branches. Throw out rubbish and debris and remember to check paths, fences and the clothesline then make any repairs and ensure everything is clean. Ensure your house number is visible.

WELL PRESENTED AND ATTRACTIVE

A neat and beautiful garden can win over potential buyers who are looking for a low maintenance, yet stunning outdoor space.

LAWN

A neat, well-kept lawn should be a top priority. At a bare minimum the lawn needs to be kept mowed. If the lawn is in poor condition, think about replacing it. An untidy, brown lawn can scream high maintenance to potential buyers, as well as being a visual turn-off.

Fertilise the lawn and ensure it is green and sparking before taking photos.

PLANTING

The garden should feature some greenery with a smattering of colour for the best appeal. Before planting, visit a garden centre for advice on what to plant, bearing in mind maintenance, climate and

the size of the garden.

Don't try and skimp and just buy a few small plants. Go for larger, more mature plants. The appearance of an established garden will have a much better impact.

You can consider using some large pots as you can take those with you, and decorative pots can add to the appeal. Large potted plants at the front door can make an attractive addition.

Think about including some citrus, rosemary, or lavender to entice buyers with aroma as well as stunning visuals.

Remember the lawn and new plantings will need maintenance during the sale period.

FINISHING TOUCHES

Adding mulch to garden beds helps keep gardens tidy and has a great visual impact.

Think about some lighting to highlight the outdoor space.

Remember that having outside entertainment space is an added bonus. If you have the space include clean, neat outdoor furniture to show buyers the potential.

CONCLUSION

Give your outside space the attention it deserves. It will create a dramatic first impression and give buyers a further incentive to choose your property.

Knowing how to get the top price is essential

The team at Oz Combined Realty know that when it's time to put your property on the market you want the highest price possible for it, and they know how to get that for you.

The recent sale of 72 Duncan Street, Vincentia saw top dollar achieved within three weeks of the property hitting the market. This original three-bedroom dwelling boasts a huge master bedroom, combined kitchen and dining room and a covered outdoor area. The large, level, back garden and wide side driveway offers huge potential for future landscaping or development. The major drawcard is that this property offers an enviable lifestyle being ideally situated only one street back from Collingwood Beach on the shores of beautiful Jervis Bay.

This dwelling is set on a 765sqm block in a perfect location. In this idyllic area, just 200kms south of Sydney, on a quiet, well established street, this property was set to appeal to those looking for a holiday house, family property or investment potential.

When the owners approached Robert Zuzic from Oz Combined Realty to sell their property it was listed at \$680,000, close to the median price for the area. The opportunity to purchase this type of property in an enviable location doesn't come along too often and once it was on the market it generated a lot of attention. The property attracted plenty of interest, in only three weeks there were fifty inspections that resulted in multiple offers being presented by interested buyers.

Robert Zuzic, aiming to get the best



**72 Duncan Street, Vincentia
sold by Robert Zuzic, Oz Combined Realty**

price possible for the property owners, stood firm and was determined to get the asking price. This tactic proved successful and only three weeks after going on the market 72 Duncan Street, Vincentia was sold for the asking price of \$680,000.

Robert and the team at Oz Combined Realty know how important it is to an owner to get the right price for their property and how it can affect their future plans. Despite the number of early offers Robert knew

that he could achieve the result the sellers were looking for and managed to sell the property for the asking price.

If you're considering selling your property or even just thinking about it then it's time to contact the team at Oz Combined Realty now. They know the area and they know the buyers, they know how to achieve the results that you're looking for.

Success with 

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Making your investment property pet friendly

Many investors think allowing pets in their rental properties is asking for trouble, but the reality is very different. In fact, making your rental properties pet friendly can have distinct advantages and it isn't difficult to ensure your property is ready for our furry friends.

Why allow pets?

Over 60% of Australians have pets and most people consider their pets to be part of the family and would hate to be parted with them. Which means, that pet owners who rent are often desperate for pet friendly accommodation.

Benefits for landlords allowing pets are numerous and include opening up the pool of potential tenants, and reducing the time it takes for your property to be rented since properties allowing pets are so in demand.

There is also the potential for more rental income as pet owners are usually willing to pay more rent. On top of that, research shows that responsible pet owners can be great tenants, who once they find a pet friendly property will want to stay longer and look after it.

While there are many advantages to

allowing pets, damage could still occur so make sure you protect your property.

Practical updates to property

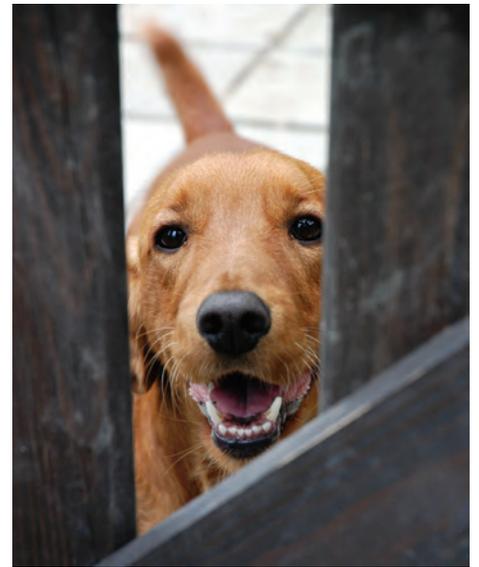
It is wise to ensure that floorings and other fittings in your property are pet friendly. Hard floors are preferable to carpet. Choose durable, easy to clean paint when decorating and choose hard-wearing, easy to clean blinds over curtains.

Don't forget the outside where keeping pets secure and safe is important. Make sure your property is well fenced and check there are no plants that could be poisonous to pets.

As an added bonus to attract responsible pet owners you might want to consider allowing a pet enclosure or at least a pet door. Having a pet door can reduce potential damage as animals are less likely to scratch at the door asking to be let out.

Putting protections in place

Remember that considering pets doesn't mean you have to allow any pet. Look at each application individually. You can have safe guards in place, such as specifying the number and type of pets.



Having a Pet Agreement allows you to specify any requirements you might have, such as what type of extra cleaning and pest control may be required.

You can even ask for a pet resume so you know whether any individual pet would be suitable for your property.

Making your property pet friendly can be a huge boost for your investment. With a few minor changes to your property and having some protections in place you can look forward to a long and happy relationship with your tenants, who will be happy to keep their family together.



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We Get Results!



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