

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

ST. GEORGES BASIN

Waterfront home swept off the market

How did Oz Combined Realty sell this rare waterfront property in a couple of months above the listing price?

Read our full report on page 3



HUSKISSON & SANCTUARY POINT

In this Issue of Property News:

- Does your agent have a good website?
- St. Georges homeowners thrilled with sales result
- Tips for Renters



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A letter from the Editor

Dear Readers,

Over the last few months, we have experienced some very exciting sales and in this edition we decided to share one of our success stories.

We hope that you will learn something you didn't know about buying and selling from this wonderful example.

Throughout this edition of *Property News*, we will continue to provide you with tips, industry insights and helpful facts to assist you with your next real estate transaction.

No matter whether you are selling, buying, renting or investing, we can help you.

Please feel free to contact us with your queries, as we have years of knowledge and experience in the industry and we will be only too happy to help.

Kind Regards,

Greg Walsh
Principal



Does it really matter whether your agent has a good website?



These days most potential buyers begin their property search with a click of a mouse - if your agent knows how to utilise internet technologies effectively, it could make selling your property easier, more successful and significantly more cost efficient.

We are living in a technology driven world and computers are a vital part of our daily lives.

As technology advances and we can do a lot more with the click of a mouse, many of us struggle to remember what we did without the Internet.

Most sites should feature a variety of photographs, a description of the property and method of sale. Some sites even have virtual tours available, so buyers can inspect the property without leaving their home or their chair.

How do these website technologies benefit clients who are selling property?

Promoting properties on the Internet allows people in different areas of town, Australia and all over the world to access the website and learn more about properties that are for sale or for rent.

This large coverage creates greater exposure for the properties which will in turn, ensure a fast selling result for these homes.

The greater the audience the better the chance a suitable buyer will be attracted.

When you are choosing an agent to sell your home, websites also provide a lot of helpful information on the office.

Most websites allow you to read more about the staff, the services they provide and a testimonial page is also an insightful function.

While window displays, street signage and newspaper advertising are still effective tools in attracting a sale, if your agent does not fully utilise the possibilities of the web, then a large number of potential buyers will miss out on seeing your property.



The Real Estate industry has been utilising the power of this technology for many years and agents are required to constantly update their sites to keep up with the advances.

How do effective websites assist people who are searching for a property to buy or invest in?

Buyers should be able to view the office's 'for sale' and rental properties on the website and can search for a particular property by type, price range or location.



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St. Georges property sold for \$944,000

Their property had been sitting on the market for over a year with another agent and they were still no closer to finding a buyer!

The owners of 29 Island Point Road had despaired of ever selling their St. Georges Basin waterfront home. After listing it with another agent, they had not received a lot of serious buyer interest.

Feeling frustrated with the lack of activity, the owners made a decision that would turn their luck around, and made an appointment to speak with the agents at Oz Combined Realty.

In this special report, we speak to Oz Combined Realty's Peter Ozerskis about how this decision finally set the owners free of the home they had been trying to sell for so long.

What was the selling story behind the property at 29 Island Point Road, St. Georges Basin?

"By the time the owners of this property came to us they were feeling discouraged and were in need of some professional guidance," Peter said.

"We immediately began a strategic approach to market the home."

"By implementing our extensive database system, we were able to present details of the home to many of our clients

who were in the market to buy".

"In just days, we saw signs of genuine buyer interest and after a few months had organised 20 inspections and received four offers," recalls Peter.

"The marketing strategy worked so well; it created intense buyer competition and we were able to negotiate a selling price that absolutely delighted the sellers," says Peter.

"We had listed the property for \$930,000 but received an offer of \$944,000 from a client who is now the happy new owner of this amazing waterfront home".

What were the features of the property?

"This property is an absolute gem of a find", says Peter "and had only two previous owners".

"At nearly 3200m2, it's one of the largest absolute waterfront properties in the area," Peter continues.

"The home itself has 2 bedrooms, a large lounge room and deck looking over the lake, plus a separate lodge to accommodate plenty of visitors".

"The list just goes on; a private jetty,



huge lock-up garage and boat storage shed!"

"With the right strategic marketing, it just goes to show that with the right agent and the right tools to promote your home, you can achieve a fast and rewarding sales result."

"And it really is a great feeling too, knowing how happy we've made the new owners" adds Peter with a smile.

"They are just so thrilled to have realised their life-long dream of owning their own piece of paradise."

If you're thinking of selling and would like to employ an agent who can deliver outstanding results then talk to the friendly team at Oz Combined Realty.

Let our team of experts help you sell your property
CALL US TODAY!



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Tips for renting

Do you know your rights and responsibilities as a tenant?

Now that you have moved into your new rental property, here are some of the things you need to keep in mind:

- Always make sure your rent is paid on time.
- Ensure the dwelling is always safe and clean.
- Dispose of rubbish properly and if there are recycling facilities, make sure you take the time to use these properly.
- Make sure drains and sinks are clean and clear at all times.
- Do not misuse any electrical fittings and make sure plumbing fixtures are used for the purpose intended.
- If your landlord has supplied you with a dryer or dishwasher, make sure you treat them as you would your own and keep them in good working order.
- Adhere to noise regulations and be considerate of your neighbours.
- Do not cause malicious damage to the property. It is your responsibility to make sure your guests treat the property with respect.

So now that you know what is expected of you as tenants, what are some of the responsibilities of your landlord?

- Under the tenancy agreement, your landlord should maintain the structure and exterior of the house such as a leaking roof, rotten woodwork, leaking windows, gutters, drains and external pipes etc, and should be kept in a safe and reasonable condition.
- This means they need to make sure the property complies with building, housing, health and safety codes.
- It is your landlord's responsibility to keep plumbing, electrical and heating in good working order.
- And if your landlord needs to enter the property, they must give at least 24 hours notice before setting foot on the premises, unless it is classified as an emergency situation.

Remember, being the perfect tenant is important if you want to maintain a good rental history and receive a positive recommendation when you decide to move on.

When you are looking at signing a lease, it is a good idea to sit down with the leasing agent to discuss any of your concerns or queries. Our professional and friendly Property Management team would be only too happy to assist 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 on **(02) 4441 7261** and rest easy!



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