

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Woollamia sellers return to the same trusted team



Oz Combined sold working farm for the full listing price

If you have dealt with a team of agents before and had a great experience, it makes sense to return to them with your next real estate need.

And there is no better compliment to a real estate office, than repeat business from thrilled local buyers and sellers.

In this report, Oz Combined Realty agent, Peter Ozerskis reveals why these Woollamia sellers were once again delighted with the same team of trusted agents who helped them buy the property.

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In this Issue of Property News:

- Making the move fun for the kids!
- Homeowners follow experience for sale
- How to add value to your sale price

HUSKISSON & SANCTUARY POINT



web: www.ozcomrealty.com.au
email: info@ozcomrealty.com.au

A letter from the Editor

Dear Readers,

When you decide to enter the real estate market, you are constantly seeking information to assist you.

This is why Property News is such a wonderful tool to help you with these difficult transactions.

The real estate industry can be a little daunting for those who have little to do with it and this is why we are here to help.

If you have any questions relating to buying, selling, investing or anything else to do with real estate, we would love to share our knowledge and expert advice with you.

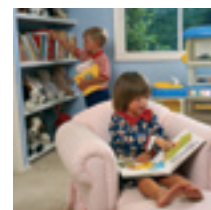
Kind Regards,

Greg Walsh
Principal



Make moving child's play

How do you ensure moving house is an enjoyable experience for your children?



When you decide to uproot your family to move to another home, there are so many different elements you need to worry about.

All the complications and details of selling, buying a new home and the monster mission of packing, can make this an utterly stressful and confusing time for the family.

And often once the moving process begins, children are left feeling a little bewildered and overwhelmed by the experience.

However, there are certain steps you can take to make this a fun time for them:

- Allow your children to say good-bye to their old home and neighbourhood and take the time to visit all the places you enjoyed visiting as a family, while living in your old home.
- Plan a welcome party when you arrive at your new home as it gives the kids something to be excited about.
- Ensure that all favourite toys and games travel with you, so they can be found as soon as you arrive at your new home.
- As quickly as possible, re-establish old family routines like dinner times and bedtimes as this will be something familiar and will help the children to adapt to their new setting.

- Unpack the most used rooms first, like the bedrooms, bathrooms and kitchen.
- Allow your children some say in setting up their bedroom, as this will help them to take ownership of their space.
- Familiarise yourself and your family with the new neighbourhood by taking walks together. This is important for the safety of your family, so you can set guidelines on where they can and can't go.
- Pets are a large part of the family and they also take a while to get used to the new home. Confine cats to one room in the beginning and then allow them to explore further - do not let cats or dogs out on their own as soon as you move in.
- Encourage your children to make new friends but support them if they want to keep in touch with their old friends.



If you have any other questions on how to make moving enjoyable for the whole family, contact our friendly team today.



Shop 4 The Promenade
74 Owen Street

HUSKISSON NSW 2540

phone: (02) 4441 6033

fax: (02) 4441 6264

rentals: (02) 4441 7261

Corner Paradise Beach Road &
Macleans Point Road

SANCTUARY POINT NSW 2540

phone: (02) 4443 3222

fax: (02) 4443 2355

email: info@ozcomrealty.com.au

web: www.ozcomrealty.com.au

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Woollamia sellers sell with the same agents who helped them buy

To get the right price for your property at the right time, you need an agent with extensive local knowledge and the proven ability to achieve successful sales.



strategy was formulated and targeted and as a direct result we received plenty of interest from qualified buyers.”

Peter and the team worked together and negotiated between several buyers before securing the final selling price of \$610,000.

“This final price was the full asking price and the sellers were very pleased with the outcome,” he said.

What did the sellers Mr and Mrs Vourvopoulos, have to say about their second experience with the team from Oz Combined Realty?

“We bought the property 6 years ago from Peter and were impressed then by the service we received and decided to sell through Oz Combined Realty.

We also liked the advertising for our home and the fact that their 2 offices are open 7 days. We have no hesitation in recommending Oz Combined Realty to anyone who wants to sell or buy a home.”
– Mr and Mrs Vourvopoulos.

If you are thinking about selling or buying a property and were not impressed with the services from your previous or current agent, speak to the highly recommended team from Oz Combined Realty.

From page 1

What were the selling features of the farm at 95 Woollamia Road, Woollamia?

This was a working farm, set up to earn a living. It had been established for eight years and was set on a lush 5.99 Ha (14.8 acres) close to Huskisson and Jervis Bay. The property included a large 3 bedroom residence, various storage areas, cool room, double garage and a machinery shed. The stable plus 5 paddocks, 2 dams for irrigation, established fruit trees and vegetable

gardens, were also excellent features of this farm.

“Approximately 10 acres on this property had been cleared and fenced, making it the ideal area for horses,” Peter said. “This property was perfect for people wanting a better and more natural lifestyle.”

How did Peter and the team ensure it sold for the best possible results?

“As we had an extensive history with the property, we knew exactly how to market its features and what buyers it would suit,” Peter said. “Our marketing

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



Greg Walsh
Principal
0400 333 700



Peter Ozerskis
LREA/Auctioneer
0418 428 161



Jan Murrhly
Sales Manager
0407 415 919



Jennifer Thompson
Marketing Co-ordinator
4443 3222



Robert Zuzic
Property Consultant
0418 474 775



Aaron Heiler
Property Consultant
0400 116 699



Kelly Darcy
Property Consultant
0401 936 079



(02) 4441 6033 HUSKISSON

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How to declutter your home and add immediate value to your sale price

You've seen other properties in your area sell quickly for top prices, so why not yours?

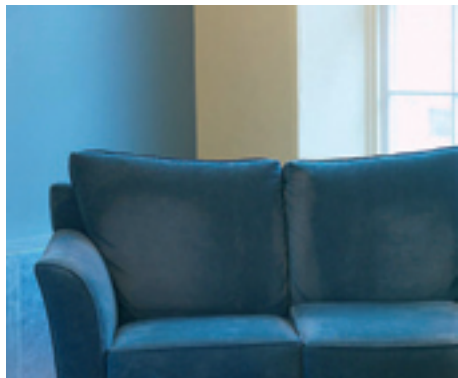
Naturally, when you make the decision to sell your property, you want potential buyers to love it and to outbid each other in their enthusiasm to buy it.

But what about the properties that don't sell, or that sell for well below their asking price?

Why do some homes have that instant appeal and others fail to attract motivated buyers?

The secret to successfully marketing your property is in the presentation.

Proven methods for ensuring that buyers are able to make an emotional connection with your property are de-cluttering and styling.



De-cluttering means opening up spaces and styling means presenting your property in a way that appeals to likely buyers.

It is very important that a property strikes a balance between the 'wow factor' that motivates potential buyers to want to own the home at all costs and remaining neutral.

A few stylish pieces of furniture and understated, universally appealing decorations will set your property asset off to best advantage.

Buyers will be turned off if they have to imagine the space without your worn out furniture, overflowing surfaces and years of accumulated bric-a-brac.

It need not cost much to de-clutter and style your home and it can add thousands of dollars to the sale price.

Your agent knows what features are likely to appeal to buyers.

Their uniquely effective methods

begin with a personal consultation at your property during which they will advise you of the features and benefits of your property and discuss strategies to highlight them.

They will work with you to present your property in its most outstanding light, even if it means putting furniture into storage and hiring furniture and artwork for the duration of the marketing campaign.

It's always a collaborative process with the seller – de-cluttering and styling can make a dramatic difference to the desirability of your property.

How does this apply to the sale of your home?

As we all know people's tastes in furnishing can vary, some like modern styling while others are more traditional. To find out how to show your home at its best, call us today.

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!



Julie Hadley
Property Management



Carol Borscz
Property Management



Casey Gibson
Property Management

