

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*

## Sanctuary Point home sold for close to asking price!

How did Oz Combined Realty sell this property quickly after an unexpected auction outcome? See page 3 to find out ►



In this Issue of Property News:

- How to attract the right buyer
- Home sells after auction deadline
- Using your super wisely

HUSKISSON & SANCTUARY POINT



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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,

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# How should you put the effort into attracting the right buyer?

**Are you selling your home and want to make the property look its best? Do you want to improve your chances of getting a good price?**

**Follow our straight forward money saving guide to home improvement. It's easier than you think.**

**But don't make this mistake ...**

The last time some friends of ours watched a lifestyle TV show, showing them how they could spend as little as ten thousand dollars and finish up with a trendy garden, all completed in less than one weekend, they got cracking and found themselves with a real mess and a blown budget they could ill afford.

It seems that the digging of the miniature man-made stream got a little exciting when the bob-cat they hired got a little zealous and cracked open the water pipes flooding the back yard.

A phone call to the water authorities and many other hiccups later, they finally gave up and appointed a landscape gardener to return their backyard to some normalacy.

**What should you do to spruce up the family garden before putting your property on the market?**

**A few hanging plants add a spray of colour to dull surroundings.**

If you're looking for a fast method of adding a splash of colour and at the same time an economical way to make your garden more attractive, pop out to your local nursery and purchase some hanging baskets with flowers. This works especially well if your current crop of plants don't offer much colour.

**How much should you spend?**

Don't get carried away, you will be only benefiting from these improvements while you're selling the home.

**Rule of thumb: spend as little as possible to gain the look you want.**

One of our landlords recently added a new coat of paint to the walls of their two



bedroom unit, this simple step increased their rental return immediately. The same process of repainting a couple of key rooms in your property could have the same positive impact when it comes time to sell.

**What should you focus on first, the interior or the exterior?**

The first thing a buyer sees when they turn up at your property is the exterior of the property.

Many a home owner has spent more money than is necessary on interior renovations only to find buyers don't even get to see inside because they were discouraged from viewing the property due to the dull appearance of the front yard.

**Lawns** - Keep your lawns mowed, with neat edges.

**Gardens** - plant colourful flowers.

**Paths** - Keep all paths swept.

**Windows** - Repair any broken windows and wash all glass.

**Paintwork** - Attend to any flaking paint.

**Rubbish** - Remove all rubbish, e.g. old timber and car spare parts.

**Pool** - Make sure it's clean.

**Garage** - Throw out all the junk you have been hoarding.

**Before you make plans, please give us a call as we would be more than happy to guide you through the process of deciding what needs to be fixed before your first buyer comes around for a look.**

# Sanctuary Point home sells quickly after auction deadline

The concentrated pre-auction marketing usually attracts large numbers of potential buyers quickly and the auction process can see you achieve a price well above your expectations.

However, even with thorough preparation auctions can be completely unpredictable.

So what happens if bidding fails to reach the reserve price when your property goes under the hammer?

Property News spoke with Agent, Aaron Heiler of Oz Combined Realty, about how he sold a Sanctuary Point home for a great price after the fall of the hammer.

## What are the selling features of the home at 80 Walmer Avenue?

The newly renovated home features four bedrooms – the main with a walk-in robe and ensuite.

“It also boasts a three-way bathroom, two living areas, inverter split system reverse cycle air conditioning and a Tasmanian Oak kitchen with a walk-in pantry,” Aaron says.

“The garaging consists of a single attached garage plus a separate single garage with a massive workshop and toilet. The property is located across the road from the beautiful waters of The Basin and within walking distance to the shops, club, golf course, transport and everything that this area has to offer.”

## What happened after the home didn't meet the reserve price at auction?

In the four weeks of intensive marketing leading up to the auction deadline, the home attracted many inspections, which indicated there would be a strong amount of buyer interest at the auction.

However, even the most well formulated auction strategy can't guarantee to deliver a sale on the day, as no matter how well planned, auctions are unpredictable.

Fortunately, if the agent has implemented strong marketing



methods in the lead up to the auction, the home will still sell within a few days after the fall of the hammer.

Oz Combined Realty knew exactly how to handle the situation to ensure the vendor would be delighted. They listed the home for private sale at \$389,000.

Thanks to the agent's auction experience, marketing knowledge and excellent industry training, the home sold just a couple of weeks after the auction!

“The home sold for the great price of \$377,000, a brilliant result in a low market,” Aaron said. “It just goes to show, that even when things don't go as planned an excellent outcome is often not too far away.”

**If you are thinking about putting your home on the market and would like to employ an agent with plenty of industry knowledge and experience, talk to the experienced team from Oz Combined Realty.**

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



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# Using your super wisely

**As of 1 July this year, the changes to superannuation have given Australians the opportunity to improve their lifestyle in retirement. These changes, in conjunction with the current tax-exempt status of superannuation pension assets, will make superannuation an attractive vehicle in which to retain assets to avoid paying tax.**

**It is fairly well documented that a large number of Australians aged from their early 40s to late 50s – the so called late baby boomers – are investing in property as they prepare for retirement.**

Thanks to the Federal Government’s recent implementation of these superannuation changes, which include the abolition on tax on superannuation withdrawals once you turn 60, many “boomer” investors may develop new strategies.

Such strategies may include using the “super nest egg” to pay off the debt on their investment property.

This could be accomplished by changing an existing mortgage on an investment property from principal and interest, to interest only. To eliminate the uncertainty of rising interest rates the rate may be fixed.

As it is only the interest component of the loan, the property owner will have more cash, which could have been contributed to a superannuation fund through a salary sacrifice agreement.

**Therefore, more tax is saved.**

As the principal component of the loan is going into super, the balance of the super fund will be greater than it would have been when the individual reached 60 years of age.

Under the changes, a person retiring at 60 can now draw down their superannuation tax-free.

**This means the “super nest egg” can be drawn down to pay off the mortgage.**

This type of strategy must be professionally tailored to suit the individual needs and taxation position of the property owner. It should also be considered that future governments may change the taxation situation of taking lump sums from super. Therefore, for once, being closer to 60 may be a benefit for you rather than a worry.



**Please note:** The above is intended as general news and not advice, as each individual’s situation will vary depending on specific circumstances relating to that individual. You should seek professional legal or accounting advice as it relates to your own circumstance.

## 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**  
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