

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Book Jervis Bay No.1 holiday destination



**Happy
New Year!**

**Book a holiday home today
Book Jervis Bay**

SEE PAGE 3

In this issue of Property News:

- Getting your property ready for sale
- Demand for holiday rentals on the rise
- A lesson for Landlords to learn



LETTER FROM THE PRINCIPAL

Dear Readers,

The demand for holiday rentals in our local area continues to grow. If you're thinking of renting out your home over the holidays, or are looking purchase a property suitable for holiday letting, please see our page 3 story or contact us today.

There are many things to think about when selling your property, such as making sure it looks it best. Our page 2 story has some ideas to help improve prospective buyer's first impressions of your property.

Managing your own rental property present a lot of challenges. Our page 4 story has a scenario that highlights some of the issues that can arise and suggestions for resolving them.

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

Kind regards,

Greg Walsh

Principal



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Keep it positive!

Before putting your property on the market make sure you eliminate the negatives

First impressions count, so the first few minutes are vital when someone is inspecting your property with a view to buying it.

That means you need to follow the advice of the old song, "**Accentuate the Positive, Eliminate the Negative**", to ensure that prospective buyers like what they see as soon as they arrive at your door.

Assuming you've done everything you can to accentuate the positive, with property clean, tidy and in a good state of repair, what are some of the negatives that might still have the potential to turn people against the idea of buying? And what can you do to eliminate them?



De-clutter

Prospective buyers need to be able to visualise themselves living in the house. Without depersonalising it totally, leave it as clear as possible so they can picture their own furniture and possessions around them. This doesn't mean taking everything off every bench top, but clear the decks of unnecessary paraphernalia, put three quarters of your personal stuff away and you'll be surprised at the difference it makes.



Deodorise

If you smoke or have pets, newcomers to your property will probably notice odours that you have become accustomed to. Or perhaps you have a piece of furniture or old books whose musty smell doesn't bother you but may bring a wrinkle to the noses of prospective buyers. Track down such odours and remove them by cleaning or putting the items into storage. Put fresh flowers around, open your windows if the weather permits and invest in a few aromatic diffusers for various rooms.



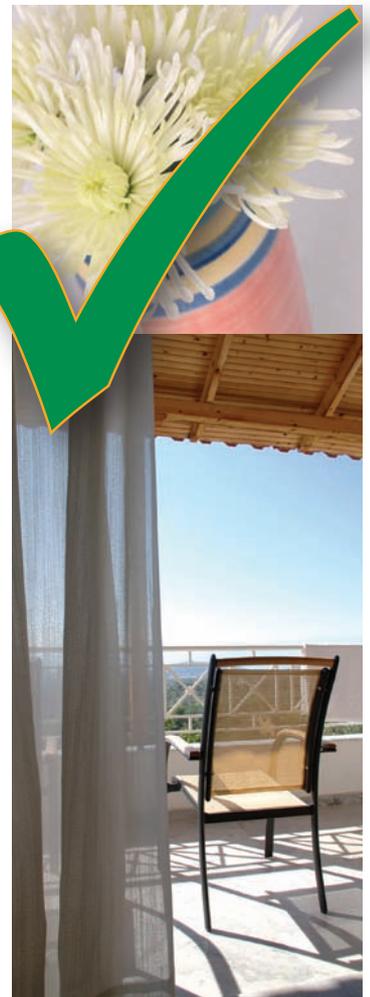
Lighten up

Most people prefer light properties. Besides, if your property's interior is extremely dark, they may wonder what you're trying to cover up. Before your property goes on the market, consider repainting any dark walls in a light, neutral shade. Make sure all the lights work and trim any trees outside windows. Before an inspection, open blinds and curtains to let in as much natural light as possible - and make sure your windows are clean!



Keep your distance

Many people feel intrusive when inspecting a property whose owner is on the premises. If you're at home, keep a low profile and let your agent show the people around.



**This will make the process a lot more
comfortable for everyone.**

Demand for holiday rentals on the rise

Summer is here and with it comes enormous opportunity for the property owners of Jervis Bay. The area has now become a popular holiday destination, with ever-growing numbers of holidaymakers on the lookout for their next holiday home.

This is where Oz Combined Realty can help. With vast local market knowledge and extensive property experience, the agency specialises in renting out holiday homes, through their service Book Jervis Bay. With its dedicated website www.bookjervisbay.com.au, this service offers people a reliable and stress-free way to successfully holiday rent their property. Managed by Madison Tasker with the assistance of Keola Watson, there is someone available seven days a week to specifically look after all holiday rentals during the busy summer months.

With people now choosing Jervis Bay for their summer break, over other popular areas such as the Gold Coast, it's the perfect time to either holiday rent your property or invest in a holiday home. Oz Combined Realty has seen consistent activity in the holiday rental market, with this holiday period already shaping up to be a busy one.

Booking holiday homes through Book Jervis Bay at Oz Combined Realty offers incredible flexibility for both owners and guests alike. The agency's team is all online and well informed, not just about about everything happening in the



Madison Tasker

Keola Watson

Book Jervis Bay at Oz Combined Realty

area, but also the never-ending updates of holiday websites such as Airbnb and Stayz. And it couldn't be easier to book a property as everything, including payment, can be organised online without having to speak to anyone. In saying that, however, great care is taken with bookings still being filtered through the agency and put through a bad books system.

Events such as the triathlons and the Bay Games have certainly increased interest in the area throughout the year and Oz Combined Realty is receiving more and more enquiries about holiday homes. And while the popularity of Airbnb has changed holiday rentals entirely, the agency is still

seeing more people just coming to the area for general weekenders.

With its excellent reputation, Oz Combined Realty knows how to successfully rent out your property, offering both you and your guests a smooth and positive holiday experience. And the demand for holiday rentals is only getting stronger, so talk to Madison and Keola today and find out how you can maximise your home or investment property - then simply relax over the holiday period, safe in the knowledge that your property and Oz Combined Realty are doing all the work for you.

Holiday with



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Happy New Year

from the team at Oz Combined Realty



Managing your own rental property can be risky!

How to avoid the pitfalls when leasing an investment property!

Investing in property is a great way to generate an income and enjoy the fruits of capital gains over the years. But, it's also a path fraught with danger if you try to manage the property yourself.

One of the biggest dangers facing landlords who try to manage their own property is navigating their way through all the legislation and regulations that govern rental properties.

It is not unusual for inexperienced landlords, who have tried to save money by managing their own affairs, to find themselves unable to handle a difficult situation because they don't have the expertise to do so.

Below is an example of what can go wrong. It is not an actual case, but a composite of situations that have been known to arise in real estate.

An investor buys a rental property and leases it to a young married couple as joint

tenants on a 12-month lease. Two months later, the couple quarrel and the young woman leaves the property.

The remaining partner agrees to continue to pay the rent but is unable to do so. Firstly, because he was relying on his wife's income to help and secondly, unknown to the landlord, he's lost his job because he was unable to handle the stress of a marriage breakdown.

He assures the owner that everything will be alright and he will be able to continue paying the rent but the situation worsens until finally he is months in arrears.

To make matters worse, the landlord in attempting to get access to the property to make the tenant pay the rent has breached the provisions of the Residential Tenancies Act. The situation is compounded by the tenant's refusal to vacate.

In despair, the investor contacts a

professional property manager who realising the gravity of the situation advises him that the only way to resolve the issue is to go to the Tenancies Tribunal.

The tribunal orders the tenant to vacate and pay the arrears and make good the costs but in reality the tenant is found to be in hardship and unable to pay the debts. He has to come to an arrangement to pay the money over a period of time.

What is the lesson to be learned from this situation?

Landlords should act at arms length when dealing with tenants by appointing a professional property manager who understands the pitfalls and traps involved in the leasing process.

