

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Buyer confidence has returned!

Now is a good time to sell



The image shows a woman in a white lab coat standing in front of a modern house with a grey roof and large windows. She is holding a large white sign that reads 'SOLD' in green, with 'We Get Results' in cursive below it. The sign also displays the phone number '4443 3222' and the website 'ozcomrealty.com.au'. The Oz Combined Realty logo is at the top of the sign. In the bottom right corner of the image, there is a green box with the word 'SOLD' in large black letters and 'We Get Results' in cursive below it.

Sold! 4A Truscott Ave, Sanctuary Point For full details **SEE PAGE 3**

In this issue of Property News:

- Preparing your property to sell in Spring
- Buyer confidence has returned!



LETTER FROM THE PRINCIPAL

Dear Readers,

All the signals from our local market indicate that buyer confidence has returned. The property market is on the move. For more information about a recent sale Sanctuary Point sale please see our page 3 story.

Spring is almost here so more properties are likely to be appearing on the market soon. In this issue of Property News we have included some tips to help you make your property stand out in the crowd. Page 2 has some spring cleaning tips for inside the property, and page 4 has some for the outside.

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

Kind regards,

Greg Walsh
Principal



Shop 4/74 Owen Street

HUSKISSON NSW 2540

phone: (02) 4441 6033

fax: (02) 4441 6264

rentals: (02) 4441 7261

114A 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

Disclaimer Notice: Neither Greg Walsh, Oz Combined Realty, nor Newsletter House Pty Ltd, nor the publishers and editors of articles in this issue, accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. All the information contained in this publication has been provided to us by various parties. We do not accept any responsibility to any person for its accuracy and do no more than pass it on. All interested parties should make and rely upon their own enquiries in order to determine whether or not this information is in fact accurate.

©Newsletter House Pty Ltd 2019

Ph: 02 4954 2100 www.propertynews.info



Preparing Your Property to Sell in Spring

With Spring coming soon, it is the perfect time to think not only about selling your property, but how best to prepare and display your property to the greatest effect.

By taking a few simple steps you can ensure the inside of your property stands out from the crowd.

Bring Spring Inside Your Property

Spring is associated with bright colours and freshness. Give your property a spring makeover by adding towels, cushions and other linens in bright colours. It can be relatively inexpensive to buy some new towels or a couple of scatter cushions, yet the effect will be instantly uplifting.

Take the opportunity to air out your property, especially if you have had it closed up over winter.

During inspections keep your property smelling fresh through aids such as fresh flowers or alternatively use an ultrasonic diffuser with some crisp citrus essential oils to evoke spring. Try and avoid artificial air fresheners if possible, as some people can be sensitive to the fragrances.

Steps To Making Sure All Is Clean

It may seem obvious but they call it spring cleaning for a reason! It is the perfect time to give your property a once over. A clean, well-presented property will be instantly more attractive to potential buyers.

Walk through your property and check for any areas that may have been neglected over winter. In kitchens and bathrooms make sure everything is spotless and shining. You may even want to think about changing some fittings for an easy, bright update.

Remember to clean windows and doors and don't forget the blinds and curtains. Flooring too should be repaired if necessary and spotlessly clean.

It may be that your walls are beyond a

good clean and may need a coat of paint. If it is something you can do, then consider re-painting in neutral tones.

Good Idea To Declutter

You may have heard the advice to declutter and de-personalise your property when selling and the reason is that it really can help! Rooms crowded with furniture and objects are instantly off-putting. Buyers want to be able to visualise themselves in the space, imagining how their taste and personalities could be incorporated.

So give them a clean canvas. Keep furniture and objects on display to a minimum. If you need to, consider renting a storage unit for the duration of the sale for excess furniture and belongings.

Ensure all cupboards and wardrobes are neat and tidy. Some people will look and a mess can suggest that there isn't enough space for everything.

What Repairs Need Doing?

Inspect your property from top to bottom and note anything that needs fixing. Make those small repairs you have been putting off. Potential buyers may react negatively if they think repair work is required.

Conclusion

It is important to ensure your property appears welcoming, open and bright. If you can appeal to as many people as possible, chances are your property will sell quicker and for the best possible price.

If you are thinking of selling this Spring then talk to our team for more advice on how best to present your property.

Continued on page 4

Buyer confidence has returned Now is a good time to sell!

It may have been quieter out there in the property market, but things are heating up. In fact, over the last two months, the team at Oz Combined Realty have seen an increase in the number of buyers coming through the doors of all their open houses.

No change in government, a reduction in interest rates, and the APRA considering easing lending conditions, buyers are confident once again. And while the team at Oz Combined Realty are still paying close attention to pricing strategies and the way a property is presented and promoted, they're seeing buyers unafraid to leap if the right home comes along.

The recent sale of 4A Truscott Avenue, Sanctuary Point, is a good example of what is currently happening in real estate. This brand new, buy off the plan, three bedroom property, was sold for \$520,000. A fantastic result given the median price for the area was \$429,057 in June this year. This is an indication the market is improving.

Sanctuary Point is a popular location for the retiree wanting to downsize, or for a family getting started in the property market. With this property being in a quiet cul-de-sac, close to the water and shops, it wasn't going to last long on the market.

However, while location is important having the right agent to sell your property is also key. Helena Daniels from Oz Combined, explains,

"It takes an experienced agent to sell a property for above average prices. Oz Combined Realty have that experience as we have been selling properties in the Sanctuary Point area for the past 30 years. The sale of 4A Truscott Avenue



SOLD for \$520,000 4A Truscott Ave, Sanctuary Point

for \$520,000 is just one example of the results that experience brings.

"Our up-to-date database of qualified buyers also contributes to quickly and efficiently finding the right buyer for the right property," Helena continued.

Oz Combined Realty's Principal, Greg Walsh, anticipates that this activity will only increase in the coming months. So

if you're considering the possibility of a spring sale, then Greg recommends getting prepared with everything in place to successfully market, present and promote your property.

So if you are considering selling give Oz Combined a call today and get ready to make the most of what's looking to be a promising market.

Sell with

4443-3222

OzCombined Realty

Huskisson - 4/74 Owen Street

Sanctuary Pt - 114A Macleans Pt Rd

www.ozcomrealty.com.au

info@ozcomrealty.com.au

Preparing Your Property to Sell in Spring ... the outside



After Winter, potential buyers are drawn out by the sun shining and you want them instantly attracted to your property. Here are a few tips to ensure your property's exterior is at its best.

Front Yard

First impressions are very important. If the outside isn't appealing people might think the inside has problems. The exterior of your property should look attractive and well maintained.

Ensure your front garden is well kept. In garden beds remove weeds and any dead growth and trim back plants.

Consider new mulch or other additions that can freshen things up. Spring time is all about colour and the bounty of nature so reflect this with a beautiful garden area.

Cleaning your driveway could be a smart move. Such a large area appearing spotless will make a big difference.

Check your letterbox is straight and clean. A small thing but it is indicative of the pride you take in your property. Street numbers should be clean and easy to see.

A Striking Entrance

Your entrance area and doorway should appear spotless and inviting. Clean or even re-paint the front door if required.

Make sure hardware is clean and

sparkling. A welcome mat may seem outdated but is an important small detail that can help make people feel at home in your property.

Think about placing some attractive pots with yellow flowers near the entrance. It has been suggested that yellow stimulates buying urges. Whether you believe that or not, bright colours are appealing and indicative of spring.

Don't forget to clean exterior windows and ensure that any blinds or curtains are clean and neat.

Backyard

In spring people are thinking about enjoying the sun. Potential buyers want to be able to picture themselves gardening or entertaining friends on the deck. So ensure your backyard reflects this.

Just like the front garden, make sure the garden beds look appealing. Keep the lawns mowed. Clear all rubbish and make sure everything looks tidy.

Note anything that needs work. Be critical and view the property objectively. Does the exterior need a coat of paint or

at least a clean? Are the gutters clear and undamaged? Do the walls or paths need any work?

Then see to the repairs if possible. Don't have a potential buyer dismiss your property over a small problem that is simple to fix.

Outside Living Space

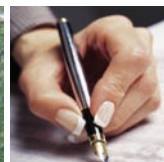
If your property has a great outdoor entertaining space then play it up. This could be your greatest feature. Make sure outdoor furniture is clean and attractive. Add some bright touches like throw cushions or candles. Create an outdoor space potential buyers will love and can see themselves enjoying.

Conclusion

Remember the goal is to make the outside of your property as appealing as possible. Ensuring your exterior is clean, functional and inviting will go a long way to help securing a sale.

If you are thinking of selling this spring then contact our office for more advice.

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 and rest easy!

