

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Hammer drops! Auction sold!



Auction Day Excitement!

**14 Registered
Bidders**

**66
Total Bids**

**Over 100
in the crowd**

In this issue of Property News:

- Property Planning Checklist - Selling
- Huge buyer interest leads to an exciting auction outcome
- Importance of smoke alarms in rental properties



LETTER FROM THE PRINCIPAL

Dear Readers

In our previous newsletter we had a story about a property we sold in one day. This month we have the story of a property that sold under the hammer at the Auction and left a lasting impression! It is all happening in the local property market. For more information, please see our page 3 story.

Plus in this month's newsletter, we give you some guidance on planning your next move.

As winter approaches it is a great time to check your smoke alarms are in working order. Our page 4 story has some handy tips regarding smoke alarms in investment properties.

If you are considering selling or buying a property please give us a call or drop in and see us at the office.

Kind regards,

Greg Walsh

Principal



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Property Planning Checklist **SELLING**

To help you get a head start with planning your next move, here is a checklist that will hopefully point you in the right direction!



Make sure your lawns are mowed and the gardens are presented at their best. Buyers don't want to look at your property thinking this needs a lot of work.



Ensure the entrance way is inviting. A nicely painted door and a clean entry adds to the first impression you are trying to create.

Add a coat of paint where necessary. Clean or re-paint the walls, ceilings, skirtings and doors. A clean and freshly painted home invites people in!

Clean the entire home. Start from the windows and work your way through. Create a gleaming presentation!



Have the carpets professionally cleaned.

Clear away clutter. Buyers like the feeling that there is room to move and over packed rooms can appear cramped.



Make sure your home is tidy. Ensure there are no dishes lying around to be washed, make the bed and make sure the bathroom looks its best.

Fresh flowers and a couple of colourful magazines on the coffee table invite you to sit down and relax. Don't go over the top with strong incense or perfume as some people may have an allergic reaction.



Leave on bedside lamps to add warmth. In summer, leave the air conditioner on. In winter, turn on the heater or light the fire.

Repeat visits require extra effort. Buyers who are interested in your home are always more critical on repeat visits, so make sure the place is just as well presented the second time around!

Auction delivers a fantastic result!

There's no doubt about it, buyers are out there looking to buy. The team at Oz Combined Realty is not only attracting those buyers, but also continuing to smash through price barriers and set new records.

Only recently Ben Collinson from Oz Combined Realty sold 172 Walmer Avenue, Sanctuary Point for a truly outstanding price.

How did this happen?

From the minute Ben had Walmer Avenue for sale, there was immediate interest. The property itself presented a fantastic opportunity with a beautifully presented two-bedroom dwelling and self-contained studio, set on an expansive 765sqm. Plus the location, opposite St Georges Basin and a mere 100m from the Paradise Beach reserve, was ideal.

However, it was Ben's ability to reach huge numbers of potentially serious buyers that really helped to make this sale such a success. With more than 83 inspections over a three-week period and six offers received before the auction, competition for the property was already skyrocketing.

The day of the auction arrived and drew more than 100 onlookers, not to mention 14 registered bidders and a grand total of 66 bids. The hammer finally fell on the impressive sale price of \$760,000.

Having such a large number of bidders, plus an excess of 83 inspections in such a short space of time, showed the level of genuine interest in this property and assisted in pushing the sale price up to a record-breaking level.

This is where the team at Oz Combined Realty excels. Equipped with



SOLD! 172 Walmer Avenue, Sanctuary Point

a comprehensive database of serious buyers, as well as excellent selling and negotiating skills, the agency team knows how to sell property. Especially right now, when demand is far outweighing supply.

Since COVID-19, Oz Combined Realty has seen rapidly increasing numbers of buyers waiting to purchase properties in the area. People have realised that they no longer necessarily need to live where they work, and are seeking properties away

from cities in more relaxed and affordable locations. And they are ready to move quickly when the right property presents.

So if you're thinking of selling, now is the time to do it. Give the professional team at Oz Combined Realty a call today. They will not only find the right buyer for your property in a short space of time, but they will also make sure that they secure the best possible sale price, if not a record-breaking one.

Auction

 with

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Importance of smoke alarms in rental properties



Smoke detectors are something most of us take for granted and it is easy to forget how important they are. As the owner of an investment property, it is more than potential damage or destruction of property you need to think about. Put simply, smoke detectors save lives.

WHAT KIND OF SMOKE ALARM?

Smoke alarm technology is constantly evolving, newer photoelectric detectors are preferable to the old type of ionisation smoke alarms.

The new technology means the detectors respond better and more quickly to various types of fires and smoke.

Basically, the photoelectric detectors will detect fires sooner and give the earliest possible alarm, allowing a quick escape.

Where burnt toast may once have set off a smoke detector, the problem is less likely to occur with the photoelectric variety.

Thus making it less likely tenants will disconnect smoke alarms after being annoyed one too many times.

WHERE TO PUT THEM

Smoke detectors should be located in hallways or other connecting areas that are escape routes from bedrooms.

Ideally proper installation is important so use a qualified electrician or specialised company if you are at all unsure.

GET THEM PROFESSIONALLY CHECKED

Professional inspectors will test to ensure smoke detectors are fully operational.

They will conduct tests and replace batteries and any faulty parts.

Engaging a professional isn't terribly expensive, is tax deductible and will ensure peace of mind.

MAKE SURE TENANTS KNOW THEIR RESPONSIBILITIES

Tenants have some responsibilities as well and it is important they understand what they are. Tenants are usually required to test smoke detectors monthly and immediately report any faults or problems. A good property manager will ensure tenants comply and stay safe.

CONCLUSION

As the property owner you are responsible for your property. This is an important responsibility, so it makes sense you do everything you can to give your property the best possible protection.

Remember, the type of smoke detectors you install will be governed by the relevant state legislation.

Oz Combined Realty look after your property as if it is their own!



If you would like to rent your property without the fuss then call our property management team of experts and rest easy!



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