

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

Auction Delivers Results SOLD!



**3 Frederick Street
Sanctuary Point**



In this issue of Property News:

- Turning an offer into a sale
- Auction attracts crowds and achieves top price
- What happens if the owner of your rental property decides to sell?



LETTER FROM THE PRINCIPAL

Dear Readers

Auctions are continuing to attract great interest and achieve top results for properties. This month we feature a property that recently sold at Auction. For more information, please see our page 3 story.

It is great to get an offer on your property, but how do you turn it into a sale? This is one area that a qualified and experienced real estate agent can help. For more information, please see the story on page 2.

What happens if the owner decides to sell the property you are renting? Our page 4 story offers some ideas on how to help the owner with the sales process, and potentially continue your tenancy with the new owner.

Please remember if you are considering selling, buying or leasing property, please give us a call. We have an experienced team with great local knowledge, ready to help.

Kind regards,

Greg Walsh

Principal



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Turning an offer into a sale



Attracting an offer for your property is one thing. Turning that offer into a sale is another.

One of the best ways to convert an offer into a sale at the price that is right for you is to have the help of a qualified and experienced real estate agent.

There is, of course, no obligation to use a real estate agent when selling, and some people decide to go it alone. However, as many people have found, this can be full of issues. As well as taking a great deal of stress out of the selling process, the assistance and advice of a real estate agent can help to secure a much better price for your property.

With specialised knowledge of the market and the real estate industry, a real estate agent can do many things for you that you would find difficult and time-consuming if trying to do them yourself.

Among the things a real estate agent can do before the sale to make life easier for someone selling a property are:

- Evaluate the local market and advise you on comparable properties.
- Suggest an appropriate listing price for your property.
- Advise you on how best to present your property for sale.

- Help with information about various documentation you will require.

- Create advertising material to market your property as widely and effectively as possible.

The things a real estate agent can do to help you once you have received an offer include:

- Help you evaluate the strength of each offer.
- Assist with decisions over any requests from a purchaser for a reduction in price due to such issues as repairs that need to be carried out.
- Negotiate with the buyer where necessary until the purchase price is agreed upon.

These are just a few of the areas where an agent can help you before you put your house on the market and after you sell it.

If it already sounds like a lot of work, make the most of the expert help available and take the headache out of selling by enlisting a real estate agent to do the work for you.

Auction attracts crowds and achieves top result

As markets fluctuate and properties continue to sell, the one constant in ongoing property success is people. On both sides of the transaction.

This was the case when Oz Combined Realty recently achieved a top result for a long-term client in selling 3 Frederick Street, Sanctuary Point.

Not only had Property Consultant Loren Keller sold multiple properties over many years for the Frederick Street owner, Oz Combined Realty's database of keen buyers further positioned this Sanctuary Point sale strongly.

Loren Keller of Oz Combined Realty shares more: "The owner of 3 Frederick Street was a long term client of Oz Combined. I had sold multiple properties for this family over the past 7 years."

With extensive local market knowledge, a commitment to service excellence and lines of communication remaining open with the owner, together with Oz Combined Realty's large database of serious buyers, a successful result was inevitable.

There was intense interest in 3 Frederick Street with a staggering 72 inspections and 14 offers made. Auction day was filled with great excitement and a good crowd turned up. The property sold under the hammer at a top price of \$735,000.

It was a property worthy of its price with much appeal because it presented great opportunity for the right buyer.

With a total of 5 bedrooms, 3 bathrooms and a 6m x 9m garage and side access, the property presented as a perfect investment opportunity.

The position of this property was also ideal with water glimpses and a approx



Sold by Loren Keller - 3 Frederick Street, Sanctuary Point

100 metre walk to the park – a prime address to enjoy the South Coast lifestyle.

The owner shares more about the successful sale through Loren and Oz Combined, as 'third time round':

"This is the third house Loren Keller has sold for us and once again he delivered. His service, advice and knowledge is impeccable, and he is a great fella. I highly

recommend Loren, he is a great guy to get the job done."

With a rising median price in the area over the last 3 months, opportunity awaits around the next corner. Whether you're looking to buy or sell, contact the local, experienced and friendly team at Oz Combined Realty to help make things happen for you.

Auction

 with

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What happens if your rental home is going to be sold?

If you're renting and the owner of your property decides to sell, the idea may understandably be a significant source of stress.

But there are things you can do as a tenant to assist the agent in the hope that a new investor purchases the property. Here are a few ways in which you can become part of the process, working with the agent for a win-win outcome for all.

Communication

When your agent notifies you of the intention to sell, if you'd like to continue renting the property after a successful sale, let your agent know. Knowing that you're a secure and quality tenant is a big positive in helping the current owner sell to another investor.

Throughout the process, keep the lines of communication open with the agent. The agent may want to arrange repairs or photography or meet with you to explain the plan and the process. This would be a good opportunity for you to ask any questions.



Marketing

If the agent wants to arrange photography or videos for marketing, the agent will give reasonable notice so that you can arrange things with enough time and at your convenience.

Open homes

For open homes, let the agent know what times work for you. This allows the agent to accommodate your schedule as best as possible. Having a scheduled open home weekly, the agent will try to get people through in the time allotted.



While it can understandably be a stressful time as a tenant, by working with the agent and keeping communication open, you can be a positive part of the process, possibly helping to find the right investment buyer so you can continue in your home.



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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