

# PROPERTY NEWS

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

# Experience Is Key To Selling Success



In this issue of Property News:

- Are you on the move?
- Experience is the key to selling success
- What makes an outstanding investment?



## LETTER FROM THE PRINCIPAL

Dear Readers

Experience is a key factor in getting the right result! Extensive knowledge of the local area, along with years of experience in property sales makes the difference and delivers a successful sales outcome. For more details, please see our page 3 story.

Moving house can be one of the most stressful times in your life. Our page 2 story has some tips that will hopefully help reduce the stress.

What makes a good investment property? Our page four-story this month discusses with various factors to consider when buying an investment property.

Please remember that if you are considering selling your property, please contact us to discuss the options available to get the best price possible.

Kind regards,

**Greg Walsh**

Principal



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# Are you on the move?



**You have sold your property and are ready to move to the next one. With so much excitement it is easy to forget about the gruelling task that now lies before you.**

Suddenly you grasp the reality of the situation — for the next few weeks you will be drowning in bubble wrap and boxes.

Moving house can be one of the most stressful times in a person's life, so how do you make sure the process is as pain-free as possible?

**By following these simple steps you can make the moving process simple and as stress free as possible.**

### **1. Go through your belongings thoroughly to reduce the number of items you have to pack.**

You don't want to drag boxes full of junk to your new property, so get rid of the excess before you leave.

Have a garage sale, take unwanted clothing and bric-a-brac to the markets or donate items to a charity.

### **2. Decide on whether you want to hire professional removalists or do the job yourself.**

If you decide on the professionals, make sure you call at least three companies for estimates, so you can compare prices. If you decide to do the job yourself, recruit friends and family to help out on moving day.

### **3. Inform the appropriate people that you are moving and provide a forwarding address.**

Contact your utility companies (gas, electricity, water and telephone company), tell them you are moving and sign up the services to your new address.

### **4. Make sure your family and pets arrive at your new property safely.**

Make travel arrangements for your pets and if you are driving and

ensure you get your car serviced before you go.

### **5. Important items should always travel with you.**

These items include the keys to your new property, the telephone number of the moving company, documentation related to the sale of your property, your insurance policies, any important personal records and documents, photo albums and back-up copies of important computer files.

### **6. How do you prevent your old and new properties from being damaged in the moving process?**

When moving furniture, pad the corners and stairways and protect the floor coverings from grubby footprints by laying down old sheets in the entry and hallways.

### **7. What do you do when you and your furniture have arrived at your new property?**

Show the movers where to place the furniture and unpack any valuable items as soon as you arrive. Then take the opportunity to drive around the neighbourhood to orientate yourself with your new area.



# Experience is the key to selling success



**Sold by Helena Daniels**  
**36 Walmer Avenue, Sanctuary Point**



**Sold by Helena Daniels**  
**103 Walmer Avenue, Sanctuary Point**

**When it comes to selling your property, you need an agent with experience – an agent who knows the local market and has the skills and expertise to achieve the best possible price. Helena Daniels from Oz Combined Realty is, without a doubt, that agent.**

With the rise in demand for real estate driving the market, Helena has been securing some amazing sales. Only recently, she sold 36 Walmer Avenue, a fabulous four-bedroom property in one of Sanctuary Point's most popular streets, for a new record \$830,000. Then just down the road, she sold 103 Walmer Avenue, a waterfront reserve property of 1004sqm, with great success.

People are currently flocking to the area in search of properties for a lifestyle change to escape the city. Helena is able to match the right buyer with the right property. Thanks to Oz Combined Realty's

comprehensive, up-to-date database of qualified buyers. The minute a property comes to her attention, Helena is able to contact appropriate buyers with serious interest and secure an outstanding outcome. As property demand increases, so too does buyer competition – and as a result, Helena is achieving extraordinary prices.

#### **What is the secret to Helena Daniel's success when selling local properties?**

As one of Oz Combined Realty's top performing agents, Helena offers years of selling experience, vast local market knowledge and exceptional communication skills. Helena knows how to successfully market a property, gaining maximum exposure to the right people and is able to negotiate the best possible price. She also genuinely cares about the properties she sells and the people she works with, making both seller and buyer

feel calm, confident and stress-free. With her hands-on approach, you deal with Helena from beginning to end and are kept well informed throughout the entire selling process.

Experience is definitely the key to gaining an outstanding sale price. Experienced agents like Helena are at the heart of Oz Combined Realty, a local family business that supports locals and is very much a part of the community.

**So, if you're thinking of selling your home, now is definitely the time to do it and Helena is the agent to make it happen. The area is in huge demand, and in Helena's capable hands, you can be reassured to get the best service available. Give Oz Combined Realty a call today where Helena can look after you from start to finish.**

**Sell** with



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**4443 3222**

Sanctuary Pt - 114A Macleans Pt Rd

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# What makes an **OUTSTANDING INVESTMENT?**



## **Should you aim for the top end of the market or stick to investing in a villa or similar?**

In this article, we discuss some basic concepts to help you with your decisions.

It can be a good idea to have several properties to let rather than one large expensive property for rent.

When times are good and people have got money to burn, an expensive property will give you a good return.

But as soon as the economic belt tightens, people downsize to smaller rentals and your expensive rental property could be left sitting on the shelf.

It is far better to have two out of three properties rented when times get tough than to be stuck with a property no one can afford to rent.

Once the decision has been made to invest in property, you sit back and enjoy the prospect of receiving a good rental payment each month.

But how do you rent the property for the best price? How do you know whether you will get a good tenant?

To ensure you make the most out of a rental property, give us a call today as we

manage properties throughout the area.

Many owners have been using our rental management services for years and are relieved that we can take the hassle out of managing property for them.

We are happy to discuss the various areas, the demand and the types of rents that can be expected from various properties.

What types of property are people currently renting now in the area?

In considering a property, look for the type of accommodation that will be attractive to long term renters.

You may not get the big weekly rental of an expensive property, but you will rest easy with the knowledge that your property will be rented continually for years to come.

If you aim for the high end of the market and find you can't rent it out for a month or two you will have to foot the mortgage repayments.

This can be a major nightmare if you were relying solely on a rental return each

week without fail!

There are some key areas you should look to for a good property investment for rental:

- Good position; near public transport, shops, schools and amenities;
- Excellent floor plan with open plan living areas. The more spacious the feel, the easier it is to rent.
- Choose a property that doesn't require ongoing expensive maintenance. Pools look nice, but will tenants look after them?

**If you are considering  
buying an investment  
property contact our  
Property Management  
Team today on  
4443 3222**

## **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!



4443 3222 or 4441 6033

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