



PROPERTY INVESTOR

NEWSLETTER

FEB-MAR
2016

This newsletter has been designed to keep you updated on what is happening within the industry and our real estate agency

WE CARE

ABOUT CLIENT SERVICE

You (our clients) are the backbone to our business and we want to delight you with our service and management of your property at all times.

If you feel that you are ever not receiving the attention you require or the level of professionalism you deserve, please contact us and let us know.

We want to be known as a property management agency that puts you first and constantly strives for excellence.

WORK YOUR SALARY

Reduce your home loan

Every extra saving can be helpful to many property investors.

If your salary is not being paid directly to your home loan you may like to consider this as an option to save money.

Speak with your lender to ensure that the loan is set up so you can access the funds.

This will reduce your home loan balance and the amount of interest you pay.

Everyday savings accounts often attract little interest.

SHOULD YOU ACCEPT PETS AT YOUR RENTAL PROPERTY?

Property investors have long been hesitant to list their properties as pet-friendly on the rental market. Fears that animals will damage their property sometimes prevent landlords from all the potential benefits of offering a pet-friendly property. It is important for landlords to consider all the benefits and potential pitfalls before a decision is made, to ensure they are not needlessly excluding a large amount of prospective tenants.

Benefits of a pet-friendly property

- Pet-friendly properties immediately increases tenant interest
- It gives your property an advantage over competing properties
- Advertising your property as pet-friendly makes the rental more in-demand, which reduces time and money spent on advertising
- Pet-friendly properties more often than not increase the weekly rent
- In-demand properties (such as pet-friendly) have very short vacancy periods, limiting pauses in cash flow from rent payments
- Once a pet-owner secures a property they feel 'at home' having their pets with them, and are therefore less likely to leave. This creates a steady rental income for the landlord

Pitfalls of a pet-friendly property

- Potential damage from animals chewing or scratching the property
- Potential odour from animals
- Noise complaints

How to make your investment property pet-friendly

Making slight modifications to your investment property can minimise the damage caused by tenants' pets (such as scratches to floors and doors) and the need for excessive maintenance.

- Consider tiles or linoleum flooring rather than carpet or floorboards
- Ensure the outdoor space is securely fenced off to attract tenants with outdoor pets
- Install additional features such as doggie-doors
- Ensure the tenant signs a pet agreement outlining their responsibilities, additional cleaning or pet repair costs making it clear in their pet-friendly property obligations

P.T.O. >

We are focused on maximising your rental income and optimising your capital growth

UNDERSTANDING THE RENTAL CYCLE SEASONS

Many astute investors understand that the property market has cycles that can go up and down in sales and don't associate this with property management as well. The rental market is often driven by supply and demand and the seasons of the year. Unlike the buying and selling cycles, rental patterns are much simpler to predict as there are often yearly trends that can align with the seasonal changes.

Summer: It is when the sun is shining and the days are warm that we are inclined to consider significant life changes, such as relocating, children moving out of home, professionals being reassigned to new work areas and tertiary students are house hunting before commencing their studies. There is increased market activity, more people looking and as a result can increase the rent achievable in comparison to other seasons of the year (late Dec-early Feb).

Autumn and winter: As the days shorten and weather gets colder, rental enquiries tend to cool off. Most people are reluctant (unless it is necessary) to move in colder months, which means the vacancy rates increase and tenants start to negotiate on the weekly rent. It can also be more difficult to make a property look appealing in colder months (Mar-Aug).

Spring: This is traditionally considered the best season to sell, but not always the best time to rent. Tenants can be awaiting job transfers, children are busy finishing school and preparing for exams and people are reluctant to move before the busy Christmas and holiday period (Sep-Nov).

As your managing agent we understand rental trends. We can negotiate tenancy terms (i.e. 8 months instead of 6 months) and increase our tenant and property marketing around the quieter times of the year.

TALK TO THE PROPERTY EXPERTS

BUYING, SELLING & PROPERTY MANAGEMENT

Call us if you are thinking about buying or selling or know of someone that is

Properties Recently Rented!

Keeping you updated on the local rental market

HOUSES

Lambert St	Tawonga
Mountain Ave	Mt Beauty
McKay St	Mt Beauty

UNITS

Allamar Court	Mt Beauty
KV Hwy	Tawonga Sth

DO YOU HAVE MORE THAN \$120K IN SUPER?

Are you tired of having no control over your super?

Did you know that you can use your super to invest in property, and if you set up a self-managed super fund you can even get a home loan to buy investment properties?

There are requirements that must be met, but if you are looking to build your investment portfolio this may well be an option for you.

To find out more we recommend that you seek professional advice from your accountant and/or financial advisor and superannuation fund.

Our professional, experienced and friendly team are always here to assist you in purchasing your next property.



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|------------|----------|----------|
| truthful | honest | obedient |
| respectful | humble | polite |
| punctual | reliable | |
| generous | pious | |
| just | kind | |
| helpful | modest | |



NEWS Updates

FEBRUARY

REAL ESTATE FACTS



Have a safe and enjoyable Easter, and enjoy time with your family & friends.

Until next Month

Kim, Lisa & Kerri