

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

FROM OUR PROPERTY MANAGEMENT TEAM



End of Financial Year Tax Time!

As part of our service to you we provide a complimentary Income and Expenditure yearly summary for your convenience.

We also provide both email and original tax invoices for all the expenses on your investment property processed through our office to help make it easier come tax time.

Please remember that it is important for you to retain any tax invoices relating to your property as part of your tax records.

Using the services of a professional accountant who is familiar with the advantages of owning investment property can help maximise your tax return.

IMPORTANT: This is not advice. Clients should not act solely on the basis of the material contained in this newsletter. Items herein are general comments only and do not constitute or convey advice per se. Every effort is made to ensure the contents are accurate at the time of publication. Clients should seek their own independent professional advice before making any decision or taking action. We take no responsibility for any subsequent action that may arise from the use of this newsletter. Published by THE PPM GROUP - www.ppmssystem.com

Property Investors are in a strong position to profit!

Pick up any newspaper or watch the news and you can be sure that there will be an article, feature story, comment, opinion or statistical facts about the real estate market.

While each State and suburb will have slightly differing market conditions, there are some constant market factors that are apparent:

- Rents are reasonably stable or increasing
- Sale prices are down
- The number of sales being generated are down
- There are fewer first home buyers entering the market
- Finance is harder to obtain, and loan approvals are down
- Buyers are negotiating hard on the price when buying property
- Properties are taking longer to sell
- The economy is tight and the cost of living is rising
- People are under financial pressure
- Affordable 'rental' housing is in demand

As a result of these market conditions, property owners who are not forced to sell in this adverse market are holding onto their investment properties or renting them to tenants. Which means that many of the properties that are for sale are by property owners who are wanting to reduce their stress or are forced to sell.

The state of the economy and the tight financial position of many people and families, also leads towards an increase in the demand of 'affordable' housing – properties which are priced in the mid to lower range.

Unfortunately, in markets like these there are those who will be negatively affected financially and those who will prosper.

If you have been part of the property investment cycle for many years you will agree that if you can retain your property for long enough, you will always benefit from a rise in your capital investment in the long term.

So the question is...

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- Retaining Control with Maintenance and Repair Requests



Are you in a position to profit from the current market conditions?

If you have equity in your property and are not under financial stress NOW IS THE TIME TO BUY!

There are many stories of buyers snapping up bargains.

If you would like to discuss expanding your property portfolio, please feel welcome to contact our office. ■

Email and Hardcopy - Do you need both?

Many owners are contacting our office to let us know they no longer require hardcopy documents to be posted out each month.

With the modern convenience of having all your documents emailed and saved in a file on your computer ready for your accountant you may also find no need for filing and storing the hardcopy.

Better still should something happen to your files feel secure that we also have a copy of all your files saved at our office.

Just drop us an email if you would like to join the paper free revolution. ■

Reminder...

Don't forget to keep an eye out for any information regarding the pending decision in November for the Gold Coast to host the Commonwealth Games 2018.

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Inspirational Tip

Patience & perseverance have a magical effect before which difficulties disappear and obstacles vanish.

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Retaining Control with Maintenance & Repair Requests



Our role as your managing agent is to ensure that we are maximising your income (by carefully monitoring rental payments) as well as optimising long-term capital growth (by caring about the upkeep of your property).

When one of our team members undertakes an inspection at your property or a tenant contacts our office requesting maintenance, it is important to act promptly (depending on the request).

If requested maintenance is not undertaken within a timely manner the tenant can be given control of actioning the work (if it is considered an urgent repair).

The tenant can also seek mediation to ensure that the property is maintained in a fit and safe state of repair.

Promptly actioning maintenance requests:

- Shows the tenant that you care
- Reduces the possibility of a liability claim if there is an injury
- Increases the possibility of a rental increase

If a team member suggests that maintenance is required at your property we ask that you act promptly so you retain control. ■

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Hot Properties For Sale...

MIAMI

2 Bedroom and 2 Bathroom Unit with 2 Car Security Parking
Rental - \$330 p/w

\$335,000

MAIN BEACH

1 Bedroom Furnished Apartment close to beach in Maldives Resort
Rental - \$320 p/w

\$257,000



Check our website for more details:

www.realestateworks.com.au

MAKING REAL ESTATE WORK FOR YOU

