

FROM OUR PROPERTY MANAGEMENT TEAM

To all our valued clients



We wish you and your family a safe and happy Easter break.

Chill out with Sudoku

Every row & column, and 3X3 box, must contain the numbers from 1-9. Good luck!

1	5				2	3		
	3	8	7	5	6	4	1	
	2		9		8		3	
			9			1		
	4		6		2		7	
	1	3	4	9	5	7	8	
7		4				3		6

Inspirational Tip

If you're never scared or embarrassed or hurt, it means you never take any chances.

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

2011 TIPPED TO BE A BUYERS' MARKET

Property market conditions across Australia and data analysis indicates that 2011 is a year that will favour buyers.

Research shows that the length of time to sell a house across the State capitals has increased and vendor discounting has also increased. Auction clearance rates are also hovering at the low to mid 50% range.

In order for those vendors in the market place to sell they are going to have to show some flexibility on asking prices, which is good news for buyers.

Research also predicts that rental yields should return to historic averages of 6-8% with the downturn in first homebuyers entering the property market, which is also good news for buyers.

What better time to take advantage of the market conditions and extend your portfolio at the right price.

Research Source: RP Data

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What Every Property Investor Needs to Know About Termination Notices To Vacate

In a perfect world of *property management* it would be great if every tenant paid their rent on time and adhered to all of the terms and conditions of the tenancy agreement.

P.T.O. >

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However, the reality is that sometimes, even after the most careful and stringent tenant selection process, circumstances and unexpected situations can arise, resulting in the tenant breaching their agreement.

As a property investor it is important to understand the ramifications and legislative processes involved if a tenant does breach their agreement.

In most situations, as your managing agent, we are able to follow up, mediate and negotiate a resolution to avoid the breach escalating.

However, if a tenant fails to take our advice, letters and follow up telephone calls on the importance of rectifying the breach seriously, we are often left with no other resolution than to issue a *termination notice to vacate*.

Issuing this notice is always our last desired action, but particularly important when addressing tenant rent arrears to mitigate further financial loss.

Failure to issue the notice can result in the tenant remaining in the property without paying rent.

If the situation becomes serious we must apply to the Tribunal to gain possession of the property and seek compensation for the lost rent. We can only apply to the Tribunal if the notice has been served.

Once you issue a termination notice this allows the tenant to vacate the property!

Managing this process can sometimes be tricky as you can have a tenant who is experiencing short-term financial hardship who promises to pay... leaving you with two options. Trust the tenant to pay and risk a greater financial loss if they don't follow through or issue a notice to protect yourself against a greater financial loss.

Due to the ramifications of issuing a termination notice to vacate to the tenant, you can be assured that prior to issuing, we will contact you to seek your instructions and discuss the best course of action.

* * *

Investment Equity

Purchasing additional investment properties often involves no upfront financial outlay.

Our experienced sales team can undertake an obligation free appraisal on your current investment property to give you a realistic indication of the current market value.

Are you looking to purchase an investment bargain?
CALL US TODAY



Em@il Update

Do we have your email address?

Communicating with our landlords and tenants can be just a click away.

If you are not receiving your end of month statement, invoices, newsletter and general correspondence from our office by email, please contact us today to update your email address. ■

Interesting Facts

MOST SEARCHED RENTAL SUBURBS ON-LINE

The top five (5) most searched suburbs/regions for rental property online, State by State.

Metro Suburbs	Regional Suburbs
VIC	
Melbourne	Geelong
St Kilda	Ballart
South Yarra	Bendigo
Richmond	Mildura
Brunswick	Traralgon
NSW	
Sydney	Wollongong
Parramatta	Coffs Harbour
Manly	Port Macquarie
Cronulla	Wagga Wagga
Blacktown	Tamworth
QLD	
Brisbane	Toowoomba
New Farm	Surfers Paradise
Redcliffe	Cairns
North Lakes	Southport
Toowong	Mackay
SA	
Adelaide	Mount Gambier
Glenelg	Mount Barker
Mawson Lakes	Whyalla
North Adelaide	Murray Bridge
Norwood	Port Lincoln
WA	
Perth	Bunbury
Mandurah	Albany
Fremantle	Geraldton
South Perth	Busselton
Scarborough	Karratha
NT	
Darwin	Alice Springs
Palmerston	Tennant Creek
Nightcliff	Yulara
Stuart Park	Newcastle Waters
Leanyer	Ali Curung
TAS	
Hobart	
Launceston	
Sandy Bay	
Devonport	
Burnie	
ACT	
Canberra	
Belconnen	
Kingston	
Gungahlin	
Bruce	

Data Source: Measured by Omniture based on activity on realestate.com.au using search result page views on the 'rent' site