



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

Happy Easter



Easter tells us that life is to be interpreted not simply in terms of things but in terms of ideals.

~ Charles M. Crowe

INSPIRATIONAL QUOTE:

You know your financial intelligence is increasing if as you get older your money is buying you more freedom, happiness, health and choices in life.

~ Michael Yardney
Investment Psychology

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Gold Coast median house prices rise more than 5% says

"The Real Estate Institute of Queensland (REIQ) says new figures are positive news for the Gold Coast.

The REIQ said the real estate market was showing strong signs of recovery, with median house values increasing by more than 5 per cent.

Gold Coast zone chairman John Newlands said low interest rates had played a major part in the turnaround.

"It means properties are more affordable for people to enter into the marketplace and obviously the cost of borrowing the money is so much less," he said.

"It also has a reflection then on returns because obviously if you're borrowing the money at a lesser rate, your return is going to increase on the property, so interest rates are very positive for the real estate industry.

"Through the years of the GFC [global financial crisis] we saw the market retract, so we've been starting to see some healthy signs of the Gold Coast markets turning the corner and recovering in prices and that certainly is good news.

"I think in Queensland the Gold Coast and the Sunshine Coast have been showing some really good growth figures."

- ABC Russell Varley 23/2/2015

INTEREST RATES

ARE AT A RECORD LOW

Good news... At the first meeting this year, the Reserve Bank of Australia moved the cash rate for the first time in 16 months. With the cash rate now sitting at a record low of 2.25 per cent, there is still more speculation that it may be cut again.

The real estate market is changing... properties are selling and people are buying. There is a property buzz!

Is now the time to build your investment portfolio?



GOOD RELATIONS

... that are good for business

Tenants are crucial to maintaining cash flow – 'rent'.

Tenants are now aware of their rights and options and expect to be treated fairly.

Having happy and co-operative tenants during the tenancy helps minimise possible issues as they facilitate access during sales, for maintenance and repairs, for routine inspections during the tenancy and when re-letting. During difficult or extended repairs, the tenant is more likely to be patient. During sales or re-letting, the tenant is more likely to present the property well. Having the tenant stay long term avoids change of tenant expenses and a possible loss of income if the property remains vacant.

Based on our experience and feedback received, the top four things good tenants value are:

Respect

While it is important to be firm and have expectations of tenants, it is also important to tenants that they are treated fairly, are shown empathy and compassion, and their concerns and requests are considered.

Carry out maintenance & repairs in a reasonable timeframe

Outstanding maintenance issues can be detrimental to the tenant's enjoyment of the property. Delays can be unavoidable but making decisions promptly minimises the inconvenience to the tenant and facilitates good relations.

Good communication

Honest, open and regular communication can be the best remedy to ensure that everyone is updated and aware of what action is being taken.



Reasonable rent increases

We undertake regular rent reviews to ensure that we are maximising the rental income. Keeping tenants happy and comfortable encourages them to accept rental increases over the inconvenience of moving.



ATO

They're Connected

The ATO are constantly improving their advanced **data matching system** to check and confirm information provided in relation to motor vehicles, investment properties, interest accumulated, dividend payments, shares, income, deposits and more.

They collect information (600 million transactions a year) from a wide range of third party sources, such as banks, financial institutions, employers, motor vehicle registration bodies, health insurers, stock-exchange and share registries.

CHANCES OF SUCCESS:

0% I WON'T

10% I CAN'T

20% I DON'T KNOW HOW

30% I WISH I COULD

40% I WANT TO

50% I THINK I MIGHT

60% I MIGHT

70% I THINK I CAN

80% I CAN

90% I AM

100% I DID



Real Estate Works

MAKING
REAL ESTATE WORK
FOR YOU

