

## FROM OUR PROPERTY MANAGEMENT TEAM

*Merry  
Christmas*



*From everyone here at Real Estate Works we would like to wish you and yours a happy and safe Christmas and New Year.*

## Renters Forced to Stay as Investors Play

Rising interest rates are discouraging 'first home buyers' from entering the property ownership market and is keeping them in the rental market. This is great news for investors!

Property investors, who are not deterred by rising interest rates, can look forward to strong rental returns as larger numbers in the rental market keep rents from falling.

A survey released by e-choice recently found that 41 per cent of would-be first time property owners/investors would reconsider if rates rose by 2 per cent.

The buying trend is moving towards first time home buyers pulling out of the property market and opting to rent, while investors who are in a position to grow their property portfolio will be dominant in the market place.



It is becoming too expensive for first time buyers to enter the property market, as well as money lent by banks being very stringent and tight during the approval process.

As the demand for rental properties continues to grow, this will increase rents – which will allow investors to 'play' a little more.

\* Source realestate.com.au - AAP article content extracted and research data from e-choice.

Don't forget to check out our new Website!

[www.RealEstateWorks.com.au](http://www.RealEstateWorks.com.au)

**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](http://www.ppmssystem.com)

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## Spoil your tenant/s for Christmas



Finding and keeping good quality tenants can often be difficult. If you have a great long-term tenant that you value, or you would simply like to spoil your tenant at Christmas, you could consider sending them a card or a small Christmas gift to their property. This can be a great landlord initiative to let the tenants know you care. And if you want to go that little bit further, there are lots of great on-line gift delivery companies (search 'Gift Baskets') offering wine or a box of chocolates, which could be a tax deduction\*.

\* For a tenant gift to be deductible there needs to be a cost of earning income and not private or capital in nature. If it is a friend or family – it would not be deductible. If the gift is about goodwill to get the most out of your property investment then it is, providing it is not entertainment, i.e. movie tickets. Wine, beer, chocolates, gift cards & fuel vouchers are fine.

## Did you know...

**Real Estate Works** is the only real estate agency that offers our comprehensive range of services.

Real Estate Works is unique in that we have a fully qualified builder, plumber, drainer and gas-fitter on staff to ensure your property is looked after properly and maintained to the highest possible standard **at no extra cost to you.**

This means we can easily assess your property to make sure no unnecessary work is carried out and check that all work is completed in a professional manner so we can safeguard your investment and minimise your expenses.

Just one more way that we can make real estate work for you.

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## Merry Christmas to All

### Holiday Security Tips

Christmas is a time to rejoice, let your hair down and enjoy the company of family and friends.

If you are planning to be away from your home over this period we would like to remind you of some thought-provoking holiday security tips.

- Keep Christmas trees and presents hidden from the outside view
- Remove all ladders and climbing objects from around the house
- Notify neighbours that you are going away and have them collect your mail/newspapers or put a hold on delivery
- Leave a light on inside (connecting it to a timer is even better)
- Hide all money, jewellery and valuables
- Don't hide a key outside your property or leave notes – Be Safe!

*From our entire team...We wish you a Merry Christmas*

## MAKING REAL ESTATE WORK FOR YOU

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