

This newsletter has been designed to keep you updated on what is happening within the industry and our Real Estate Office

From the desk of the Asset Manager

Do you have equity in your investment property?

**Accelerate and increase your
retirement fund!**



Building an investment portfolio can be easy if you have equity in your current investment property...

Often you will not have to pay any costs or outlay any money to purchase an additional property, as this can be built into your investment loan using your current investment property as security.

Do you know if you have equity in your property?

Contact our office today for an obligation FREE market appraisal. You could be surprised at just how easy it is to acquire your next investment property.

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. The newsletter is issued as a helpful guide to clients and is for their private information. Every effort is made to ensure the contents are accurate at the time of publication. 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

Why do properties remain vacant?

Our office understands that many investors rely on the weekly rent to meet mortgage commitments. You can be assured that every endeavour is taken to minimise vacancy periods.

Listed below are some reasons why properties may remain vacant for an extended period of time.

The rent is too high

The market and the tenants determine rent. We are constantly monitoring the market rent to ensure that you are receiving the maximum return on your investment. High rents can lead to long-term vacancies or high tenancy turnovers, which ultimately affects your income.

High Vacancy Rate

If there is a high ratio of properties to tenants (more properties than tenants) it will have an effect on the vacancy factor. Tenants have more choices and are in a stronger position to negotiate on rents.

Poor Presentation

It is important that the property is maintained in an excellent condition to attract the same

quality of tenant. A tenant will often have a choice between two or three properties.

Accessibility to local facilities and transport

Often the property can be maintained in an excellent condition, the rent is priced at market value and yet it still remains vacant. This could be due to its location. Tenants today (due to the supply and demand of properties) can be choosy.

Often they require a property that is close to town, shops, clubs, the beach or water, transport or schools, etc.



Every endeavour is made to locate a quality tenant to suit your investment property, and we will keep you updated on a regular basis on our progress with sourcing a tenant.

P.T.O...

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FREE Roof Insulation Up to \$1600.00 *

AUSTRALIAN GOVERNMENT ENERGY EFFICIENT HOME PACKAGE

BE QUICK... DON'T MISS OUT – AS THERE IS LIMITED GOVERNMENT FUNDING \$\$\$

The Energy Efficient Homes Package will install ceiling insulation in up to 2.9 million homes.

This practical step will help households reduce their energy use, cut their power bills by around \$200 a year, and increase the comfort and value of their homes.

The Home Insulation Program offers **ceiling insulation worth up to \$1,600** to owner-occupiers, landlords and tenants.

The program targets homes that are currently un-insulated, or have very little ceiling insulation and were built before the mandatory thermal performance requirements under the Building Code of Australia were introduced commencing in 2003.

If the total cost of installation is less than \$1,600 there will be no more for the householder to pay. This will be the case for most households. If the cost of the insulation is more than \$1,600, the householder will ordinarily have to pay the difference, or the full amount if they are ineligible.

The program commenced with its announcement on 3 February 2009 under a rebate scheme. From 1 July 2009 to 31 August

2009 there were separate arrangements for owner-occupiers and rental properties. This program now covers all eligible households and is in effect from 1 September 2009 to 31 December 2011 or until the date when Program funds have been fully allocated, whichever occurs first.

Householders who wish to participate in the program should read the Program guidelines before arranging insulation.

The insulation must be installed by an insulation installer who is registered on the Australian Government's Installer Provider Register.

The \$1,600 insulation assistance is an alternative to the \$1,600 solar hot water rebate. Householders cannot access both \$1,600 assistance packages for the same home.



There are guidelines that need to be read and understood that cover:

- who is eligible
- who is not eligible
- technical requirements for installation
- how to arrange installation and who can install

For more information visit www.environment.gov.au/energyefficiency/insulation/index.html

Or call Energy Efficient Homes Package Call Centre on 1800 808 571.

* Conditions Apply ■

With a Change of Tenant

When your investment property has a change of tenant it is a great opportunity to get any minor maintenance carried out without inconveniencing any one and it gets the property back up to scratch.

When the tenants vacate it is their responsibility to repair any damage they have done while they are at the property. This brings the property back to where it was when they moved in.

If any minor maintenance that is needed is carried out at the same time, the property is brought back to a high standard, securing good tenants, high rents and low vacancies.

Tenants can tell if owners care about their properties and that caring attitude is usually adopted by the new tenant.

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REAL ESTATE WORKS

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SALES & PROPERTY MANAGEMENT