



Rental Properties

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PROPERTY INVESTOR

NEWSLETTER

NOV –
DEC 2018

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

DIFFERENT TYPES OF TENANCY AGREEMENTS

There are two different types of agreements that a tenant and landlord can agree to.

Firstly, there is a fixed-term tenancy that has a start and an end date and secondly, a periodic/continuing agreement that has a start date, but no end date.

It is often industry best practice to negotiate a fixed-term tenancy to provide all parties with 'peace of mind' for a set tenancy term. However, if there is an uncertainty in circumstances, such as, the landlord considering or wanting to sell the property or move back in or if the tenant is unsure of future job opportunity relocations or they are looking to purchase a property then a continuing/periodic agreement may provide the flexibility needed by the party/s.

If you are considering a continuing/periodic agreement (not renewing the tenancy agreement once it expires) it is important to contact your Landlord Insurance provider to ensure that your policy is not affected.

CAN YOU GET A BETTER DEAL... BY GOING THROUGH A MORTGAGE BROKER?

Interestingly, one out of three Australians choose to go through a mortgage broker as they can provide choice and convenience.

The mortgage broker is an expert in their field and can offer their clients extensive choices of different financial institutions, varying interest rates, terms, and types of loans that you often don't have when dealing with just one bank. A broker can also offer flexibility by visiting your home after hours, or on the weekend.

If you are looking to take out a new home loan or to re-finance, most mainstream brokers will not charge you any fees for their services. However, it is important to ensure that you do not have any exit fees with your current home loan lender. A broker can also provide more flexibility in assisting clients who have had a troubled credit history, or if your financial situation is unusual for mainstream lenders.

QUESTIONS TO ASK YOUR MORTGAGE BROKER

With the large and varied home loan options available, it is important to ask your mortgage broker some specific questions regarding: their industry experience and qualifications; do they receive a fee or how do they get paid; which lender will you be using and why; the type of home loan they have selected and how much you will be paying; are there any hidden costs; do you have to pay lenders mortgage insurance; how should the loan be structured and why; will the loan suit your future needs; are there any establishment, valuation or legal fees payable; are there any ongoing monthly/annual fees, and are there any upfront fees for a pre-approval loan, just to name a few.

FIND OUT NOW... A quick telephone call to a mortgage broker may just get you a better loan deal and save you money. Good luck.

There are endless financial institution options if you go through a broker



PRIORITY SERVICE

We pride ourselves on always acting in the best interests of our landlords and tenants. We always comply with the requirements of tenancy laws to ensure that we are protecting your investment.

We are focused on maximising your rental income and optimising your capital growth

HOW TO BE A GOOD LANDLORD

Being a good landlord ultimately means, being a good business owner.

A good business owner invests significant time embracing good strategies and practices, is financially savvy, good at planning and budgeting, values their staff, is innovative and constantly evolving and changing with the times to stay ahead of their competitors. If you view your tenants as your customers (staff) and your property as your business, then your approach will often change to the benefit both you and the tenant.

Rely on the experts

It can be hard for some to emotionally separate themselves from the investment property, which is why smart landlords engage the services of a property manager to act as a barrier between them and the tenant. Your property manager is an asset in your business, who is there to protect you, optimise your income, minimise your hassles and assist in growing your wealth. Your team of experts can be extended to accountants, financial advisors, mortgage brokers and depreciation specialists. You may also like to consider getting involved with a local investment group of like-minded landlords/investors (business owners).

Have a proactive approach

Don't wait for complaints to come in. Keep updated on your investment and have a mindset of being proactive. Be open to feedback from tenants and your property manager and act quickly to avoid potential issues from escalating. While repairs and maintenance are necessary (and should be carried out as quickly as you can), any suggestions made by the tenants to improve the home should be considered and acknowledged as well.

Finding long-term tenants helps you as a landlord

Long-term, happy and satisfied tenants will often become invested in the state of your home as they will not have a short-term view of the property. It is a **lot** cheaper to retain a good tenant than find a new one. By having a proactive approach and treating your tenants with respect, will lead to less tenancy turnovers and more cash flow.

Stay on top of the market

When running a business of any kind, it is important to be knowledgeable on the state of your industry, what customers (tenants) want and what your competition is doing, which is no different to owning an investment property. Stay current with market fluctuations, changes and trends.

SUDOKU COFFEE BREAK

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

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

CHRISTMAS OFFICE CLOSURE

Ascot Rentals & Ascot Real Estate will be closing over the Christmas & New Year holidays. We will be closed from Saturday 22nd December 2018 and will reopen on Wednesday 2nd of January 2019.

We can still be contacted for emergency enquiries on the after-hours line (07) 4151 5890.

★ We wish you a safe & Merry

Christmas & a Happy New Year! ★

UNDERSTANDING THE PROPERTY CYCLE

1. FALLING

Prices are following a downward trend. This is the time when properties are taking longer to sell & prices are generally below expectation.

2. STABILISING

We see prices become more predictable, & vendor discounting & days on market hold steady from one quarter to the next

3. RECOVERY

This is when we start to see some small, steady price growth. Listing volumes generally start to increase & other indicators, such as days on market & vendor discounting start to get smaller. Confidence returns to the market & buyers become more active.

4. RISING

A rising market will start to attract a strong media attention, with record process capturing headlines. There are many buyers attending open homes. Private treaty sales attract multiple offers & buyers must act quickly. Understand the property cycle better is always a good idea, however the best time to buy & the best time to sell are when it's right for you.

Feel free to call us to discuss the market on 4153 3511.

“WHEN YOU INVEST, YOU ARE BUYING A DAY THAT YOU DON'T HAVE TO WORK”

Aya Laraya