



## PROPERTY INVESTOR

# NEWSLETTER

OCT –  
NOV 2016

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

### LANDLORDS ARE OUR NO. #1 PRIORITY

Delivering a superior level of service to our landlords is very important to everyone in our property management team.

If you ever feel that your requests are not being met, please let us know.

Sometimes we can get it wrong, but our focus is to get it right and delight our landlords and tenants.

We are always here to assist and support you.

### WORKING IT OUT \$

If you ever find yourself needing to calculate anything related to property investment or your salary the 'Calculate Australia' website can assist with working out:

- Mortgage repayments
- Car loan repayments
- How long it will take to pay off your credit card debt
- Stamp duty on a property
- What your savings will be at a future time period
- How much you can borrow
- Your take home salary

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

## TOP 10 PROPERTY INVESTMENT TIPS

- Buy, Don't Sell – Buy a quality property in a blue-chip area and where possible, never sell. Once you have one appreciating asset you can build up equity, which you can use to purchase your next property.
- Buy blue-chip – As mentioned, it's worth paying market value for a better property in a top suburb than it is to get a lower price for a property no-one else really wants. There are always better performing suburbs that retain their value from decade to decade.
- It's time in the market, not timing the market that counts – Don't try to be a millionaire overnight. The real secret to wealth is compounding your investments. Aim for consistency.
- Go against the grain – Consider doing the opposite to what everyone else is doing. Buy when everyone sells; sell when they buy. Don't listen to negative people telling you you're doing it wrong.
- Don't fear the gear – It's perceived that debt is dangerous. Property debt can increase your return and get you a return faster. Know how much debt you are comfortable with.
- Be passionate about your investments – Believe in your investments. It will feed your drive and keep you focused.
- Be driven – Drive enables you to take risks that very few others would make and get you to where you want to be faster. Constantly focus on the results of your investments
- Keep refinancing – Keep tapping into the equity in your properties to buy more properties... and maybe a few luxury items along the way.
- Stick to your strategy – Work out what works for you. Once you develop a strategy, stick to it.
- Don't retire on property rents – Most people think you've got to pay property off as quickly as possible, and retire on rents. But often it's the capital growth that makes the real money.
- BONUS TIP – Always consult the professional experts in their field to assist and guide you with advice.

# MARKET APPRAISAL VERSUS VALUATION

Investors and home owners are sometimes surprised by the substantial difference between a market appraisal and a valuation.

Real estate agents provide property appraisals using their knowledge of sales in neighbouring areas and their professional experience in order to gain a listing.

It is an agent's role to get the best possible price for the seller of a property through marketing and sales techniques.

However, a property valuation is independent of an agenda and is based on facts, property size, features, construction and statistics.

It is a key part of the bank's lending process along with other elements like, employment and credit history or your ability to pay back to the loan.

Obtaining a property valuation is always an important undertaking when purchasing a property.

## THE ROLE OF A PROPERTY MANAGER

A property manager has one of the most challenging and diversified roles to undertake.

Yes, it is our role to care for your property, maximise your income and optimise long-term capital growth to ensure that we are putting more money in your bank account, but it encompasses so much more.

We actually undertake many *mini informal* roles that are specialised professions for some businesses.

- Advertisers
- Administrators
- Accountants & bookkeepers
- Debt collectors
- Client service officers
- Cleaners
- Copywriters
- Counsellors
- Front office receptionists
- Interior designers
- Private investigator
- Property inspectors
- Negotiators
- Lawyers
- Mediators
- Salespeople & many more

Can you think of another role?

## SUDOKU COFFEE BREAK

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

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

## NSW - Major changes to strata laws will start on 30 November 2016

Many of these changes apply to the strata owners,...Some key changes include:- Strengthening the accountability of strata manager. -Allowing owners to adopt modern technology to conduct meetings, vote, communicate and administer their scheme.- The need for owners to review by-laws (strata community rules) within 12 months, which can be customised to suit their lifestyle ; such as whether to allow owners to keep a pet by giving notice to the owners corporation.- A process for the collective sale and renewal of a strata scheme.- A simpler, clearer process for dealing with disputes.- Broadening tenant participation in meetings.- A new option to manage unauthorised parking through a commercial arrangement between a local council and a strata scheme.- A clearer and simpler three-tier renovations process, which waives approval for cosmetic renovations within the strata lot (for example, installing handrails for safety).

## TALK TO THE PROPERTY EXPERTS

BUYING, SELLING &  
PROPERTY MANAGEMENT

Call us if you are thinking about buying or selling or know of someone that is

## Properties Recently Rented!

Keeping you updated on the local rental market

### HOUSES

**9-11 Hoddle St, Robertson**

3 bed, 2 bath, \$510.pw

**291 High Range Lane, High Range**

4 bed, 3 bath, 2 car \$650.pw

### TOWNHOUSES/DUPLEXES

**32A Spring St, Mittagong**

2 bed, 1 bath, 1 car \$350.pw

**12/34 Railway Pde, Mittagong**

2 bed, 1 bath, 1 car \$340.pw

» Do not educate your child to be rich. Educate them to be happy. So when they grow up, they will know the value of things not the price. «

# NEWS Updates