



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

FROM OUR PROPERTY MANAGEMENT TEAM

PROTECTING YOU IS OUR PRIORITY

Property management is a serious business. We are managing millions of dollars in assets and store thousands of personal records. We have strict internal policies for the protection of data, bank accounts and property keys to name a few. Personal identification when discussing investment issues over the telephone is equally as important. So if we ask you a couple of questions to verify who we are speaking with, please don't feel offended.

INFORMAL AGREEMENTS WITH TENANT

This is a quick friendly reminder to landlords to be careful of entering into verbal agreements with tenants without the knowledge of your property manager. There is a minefield of legislation and compliance issues that must be adhered to, to protect all parties. We kindly ask that as your managing agent we liaise with your tenants on your behalf.

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

THE PRICE TRAP

"How much will my property rent for?", "What is it worth?" "Should I increase the weekly rent? and if so, by how much?"

These are questions that we hear and provide appraisals and advice on every day.

How much will my property rent for?

Supply and demand determines the achievable rent of a property. When the demand of tenants is high and there are limited properties for rent, the weekly rent achievable can increase. The best way to determine the rent is by conducting a Comparative Market Analysis (CMA) on what other similar properties are renting for in the area. This research can be undertaken by looking at public rent websites.

What is my property worth?

Once again, this is determined by supply and demand of the buyer and how emotionally attached they become to a property. The best way to determine the sale price is by conducting a CMA on properties sold in the area, rather than the sale price. It is easy for an agent to list a property for sale at any price. But, is it going to sell?

If you are selling your property and want a quick sale an unrealistic price can cost you additional interest and lose potential genuine buyers.

If you are renting your property an unrealistic rent can lead to long-term vacancy periods that can have a greater financial loss to you than the extra \$40 per week over-priced requested increase.

So beware of the price trap. As an investor we always recommend that you do your own research in addition to the CMA information that we provide.

Should I increase the weekly rent? and if so, by how much?

Our agency recommends regular rent increases (at least one per annum) as it becomes an expectation of the tenant and avoids high increases if one has not been implemented for some time in accordance with the market. However, if they have been exceptional long-term tenants and the rent increase could result in the tenants having to leave, it may be a consideration to weigh the pros and cons of having secure tenants in comparison to possible vacancy periods and additional advertising costs. (P.T.O. >)

IN THIS ISSUE

- The Price Trap
- Interest Rates Down
- Bring ALL Your Superannuation Together
- Properties Recently Rented and Sold



INTEREST RATES

DOWN... Have you thought about adding another investment?



Is 2015 the year you purchase more investment properties? If the answer is yes, then it is important that you know what your current situation is and what your investing goals are. How much do you have to invest? What returns do you want to achieve (weekly rent)? What area? What type of tenants will the property attract? What construction type are you looking for in a property that may impact on future maintenance? Do you want to minimise your tax? How many bedrooms? What features will attract tenants to your property?

Quickly purchasing a property for the sake of adding another property to your portfolio can be one of the biggest financial mistakes people make.

It is essential that you know what to look for and that the property/s will step you towards your financial freedom goals. You don't want a portfolio that will impact on your lifestyle (too much).

If you are thinking about buying a property our property management team and sales consultants are here to step you through any questions you may have 9800 0700.

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.

Do you own another investment property? We are here to help 9800 0700.

Properties Recently

Rented!

Keeping you updated on the local rental market

HOUSES

Fuller Street, Belgrave \$350p/w
3 Bed, 1 Bath, 1 Car Accom

Parkview Drive, Ferntree Gully \$350p/w
4 Bed, 2 Bath, 1 Car Accom

UNITS

Warrigal Road, Burwood \$345p/w
2 Bed, 1 Bath, 1 Car Accom

David Street, Knoxfield \$360p/w
3 Bed, 2 Bath, 1 Car Accom

Dorothy Grove, Ferntree Gully \$265p/w
3 Bed, 2 Bath, 1 Car Accom

TOWNHOUSES

Hazelmere Avenue, Cranbourne \$300p/w
2 Bed, 2 Bath, 1 Car Accom

BRING ALL YOUR SUPERANNUATION TOGETHER

Do you have superannuation in multiple accounts?

Leaving your superannuation in multiple accounts means you will be paying multiple sets of fees. Bringing all your super together may reduce your fees and paperwork and make your super easier to track.

Before bringing your accounts together, you should consider fees, loss of insurance cover you may hold, costs of withdrawing from your other super funds and any investment or tax implications.

We recommend you speak to your financial adviser or accountant before making any decision to consolidate your super.

FOLLOW US

Connect and keep in touch with live updates on what is happening in the market and within our office.

Search for:

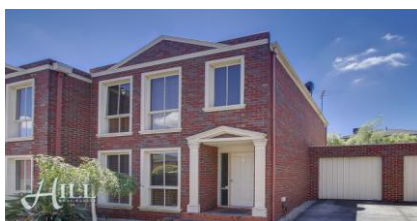


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INVESTMENT PROPERTY OF THE MONTH



2/743 Boronia Road, WANTIRNA

Great central location close to Eastlink offering low maintenance. Positioned close to Koomba Park Eastlink Trail Bush land and Dandenong Creek.

Properties Recently SOLD within 7 days!

Keeping you updated on the local sales market



9 Petersfield Court, BORONIA

Situated in a quiet court, this magnificent family home is proudly offered for sale this is a perfect family entertainer

WE ARE FOCUSED ON MAXIMISING YOUR RENTAL INCOME AND OPTIMISING YOUR CAPITAL GROWTH

