

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**

IMPORTANT REMINDERS:

**-Urgent Repairs up from
\$1000 to \$1800**

Contact Numbers Have you recently forwarded all your emergency contact numbers to your Property Manager?

-Carbon Monoxide Detectors to Become Mandatory New regulations are coming into effect within the next 8-12 months. All residential properties with gas appliances will have to be fitted with Carbon Monoxide Detectors.

-Smoke Detectors Our office is in the process of sourcing a contractor to maintain smoke alarms in all our rental properties on a regular basis. We are pro active in protecting our landlords from costly litigation.

-Landlord Insurance Hill Real Estate recommends all our landlords have Landlord Insurance. Property Insurance Plus (brochure attached) is tailored for landlords, we recommend you compare this & many others on the market...

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

Securing the best tenant

Our philosophy is to find the best possible tenant in the quickest possible time to ensure that we are maximising your rental income.

However, if tenant demand is low, it is far better to have the property vacant an extra week than to approve ANY tenant just for the sake of having the property rented.

A tightening of the economic climate brings many social and financial factors that can impact on the management of rental properties. Tenants can find it harder to secure affordable housing, which can result in dishonesty on tenancy applications when applying for a rental property.

You can be confident that we are strict in our tenant selection process. We are focused on securing tenants that will care for your property and pay the rent on time.

When we undertake the tenant application process we are thorough in our research process of the tenant.

Following are a few of the areas and strategies that we take into consideration:

- We verify their employment reference confirming the stability of their position and income by sighting wage slips.

- We use the 30/70 rule as a guide to determine the tenant's affordability of rental payments so they don't overcommit. (30% of the household's income is allocated to rent)
- We avoid ringing listed mobiles and will conduct a telephone-number search of the employer's business or previous landlord.
- We verify previous rental references. Real Estate references are often the most reliable. If they have rented privately we will conduct a property search to confirm the owner of the property.
- If they have travelled from interstate we will verify this with the address on their driver's licence.
- We will conduct a tenant default database search to see if they have defaulted as a tenant previously.
- We will also look at other key factors such as how long they have resided at their previous property (long-term tenants are a better investment), whether they have pets and how many people wish to reside in the property.

Continue Over P.T.O.>

IN THIS ISSUE

- Securing the best tenant
- Summer is quickly approaching
Pool Safety Tips
- Is your property protected
against white ants?



While most tenants are honest in the application process, from experience there are still those who try to manipulate the process with false information.

It is our duty of care to all landlords that we are thorough in our tenant selection process to ensure that your investment is protected. ■

Summer is quickly approaching Pool Safety Tips



As the months warm up the need to cool off becomes ever greater, and the swimming pool is an attractive remedy to beat the heat.

However, with drowning danger apparent, it is important that everyone takes pool safety seriously. Following are some tips to ensure that your pool is safe during summer, which could save someone's life:

- Ensure there is a CPR sign clearly displayed near your pool.
- Make sure that everyone at your home knows the CPR process. You can attend courses through the local Ambulance service.
- Ensure that you have rescue equipment by the pool in case of an emergency.
- Don't leave climbable objects near the pool fence.
- Don't leave equipment or toys in the pool as it can encourage small children to want to get in the pool.
- Always have an adult present when small children are swimming in the pool.

- Take your phone outside when supervising small children so you don't have to leave... even for a minute.
- Never leave the pool gate propped open. This not only poses a danger to small children, but weakens the hinge on the pool gates, often causing it not to close properly.
- If you have a pool cover, always ensure that it is secured to the pool so small children cannot climb under.

If you are concerned about the safety of your pool it is recommended that you contact your local pool safety expert for professional advice. ■

Is your property protected against white ants?



The white ant is a highly destructive timber pest, causing major structural timber damage to domestic and commercial buildings throughout Australia.

White ants are not 'ants'. They are ground-dwelling, timber-eating insects originating from prehistoric cockroaches. The oldest termite ever found was in Arizona, preserved in amber fluid and dated at 220 million years old.

Recent industry surveys suggest that about 80% of all unprotected properties in Australia are subject to attack (in varying degrees) by white ants. Severe structural timber damage by white ants to Australian homes is on the increase due to more homes being designed and built of materials that encourage

hidden termite entry and infestation.

Be wary, **Home Insurance** does **NOT** cover the repair costs of damage caused by white ant infestations in homes and commercial buildings in Australia. There are a number of treatment methods available, however, the best method, of course, is prevention. Having your investment property regularly inspected by a licensed and qualified professional will ensure that any risks are identified early so major infestations can be avoided.

For further information or to check on the status of white ant inspections on your property, please feel welcome to contact our office. ■

Properties Recently Rented!

Keeping you updated on the local rental market

HOUSES

Christie St, Knoxfield \$430p/w
4BR, 2 Bath, 3 Living, Double Carport

Mosman Cl, Wantirna Sth \$400p/w
3BR, 1 Bath, Double Garage

Red Mallee Crt, Lyndhurst \$410p/w
4BR, 2 Bath, 2 Living, Double Garage

Meadowlands Way, Berwick \$405p/w
4BR, 2 Bath, 3 Living, Double Garage

UNITS/TOWNHOUSES

Stradbroke Rd, Boronia \$420p/w
3BR, 2 Bath, Double Garage

Wallace Ave, Bayswater \$300p/w
2BR, 1 Bath, Double Carport

Cypress Ave, Boronia \$330p/w
2BR, 1 Bath, Single Garage

Investment Property of the Month



4 Available

Penlyne Ave, Vermont \$335,000
2BR, 1 Bath, Unit

Is your rent **safe** as houses?

Make sure you **protect** your investment income

This Landlord insurance (and building insurance if you choose it) will give you **peace of mind** and **2 months cover FREE**.



Through our relationship with **Property Insurance Plus (PIP)** we want to alert you to an offer available exclusively for our clients for both Building and Landlords Loss of Rent Insurance. **We believe this offer will help make your residential investment more secure if you don't have Landlords Insurance or if you already have an existing policy, may possibly save you money and provide better cover.**

Your Exclusive Benefits

- 14 months cover for just 12 months premium, i.e. **two months free insurance** for both Landlords and building cover.
- A further **10% discount** for two or more policies.
- **Discounted building insurance** premiums.
- The policies are underwritten by Wesfarmers General Insurance Limited, trading as Lumley Insurance, AFS Licence No. 241 461. **One of Australia's most respected Insurers.**
- If you need to make a claim we are linked directly to Lumley Insurance utilising PIP's fully electronic paperless claims management process to **achieve your minimal involvement** and proven **quicker claims settlement.**

LANDLORDS COMPREHENSIVE LOSS OF RENT – ACCIDENTAL DAMAGE

For a tax deductible expense of just **\$259.00***

Limits of Cover and Benefits Summary :

You get **\$10,000 Flood Cover on your Contents** as well as

| Weekly Rent | Unlimited | Excess |
|---|---------------|-----------------|
| Loss of Rent : | Up to | |
| Property Untenantable | 52 weeks | NIL |
| Tenants Absconding | \$15,000 | NIL |
| Default of Rent | \$15,000 | NIL |
| No Vacant Possession | 52 weeks | NIL |
| Death of Sole Tenant | 15 weeks | NIL |
| Tenant Release from Leasing Agreement | 52 weeks | NIL |
| Legal Expense | \$5,000 | NIL |
| Prevention of Access | 52 weeks | NIL |
| Tax Audit – GST | Up to \$5,000 | NIL |
| Malicious Damage | 52 weeks | NIL |
| Murder & Suicide | 52 weeks | NIL |
| Accidental Loss or Damage to Contents : | \$60,000 | \$250 per event |
| Malicious Damage caused by Tenant : | \$60,000 | \$350 per claim |
| Legal Liability Cover : | \$20,000,000 | NIL |
| Earthquake | | \$200 per claim |
| All Building Claims | | \$200 per claim |
| Other Claims | | \$100 per claim |

To protect your investment and get two months insurance free, simply complete the sections on the back of this page and **①** return it to your managing agent or **②** fax it to 03 9852 7710 or **③** email to the address below:

* Correct at the time of printing but may vary into the future. The current price includes the Broker's fee of \$41.20.



**PROPERTY
INSURANCE
PLUS**

Property Insurance Plus is a trading name of Rowe Landford Services Pty Ltd. ACN 133 941 689
Corporate Authorised Representative ASIC No. 332 446 of Fitzpatrick & Company Insurance
Brokers Pty Ltd. AFS Licence No. 244 386
Address 631 Waverley Rd Glen Waverley 3150 Postal Address PO Box 1263 Elwood 3184
For prompt assistance or advice contact PIP:
Barry: mobile 0413 705 777 email barry@pi-plus.com.au fax 03 9852 7710



**PROPERTY
INSURANCE
PLUS**

Your Details

Name _____ Email _____
Address _____ Suburb _____ Postcode _____
Phone Mobile _____ Home _____

Your Properties

1. Address _____ Postcode _____ Date of Cover Commencement / /
2. Address _____ Postcode _____ / /

Do you require building insurance also? No Yes if so the amount of cover required (eg: \$300,000) \$ _____
(we will email you a quote)

Building Information

Building type: Brick Concrete Weatherboard Fibro (Please tick) Year built (approx) _____

Your Existing Insurance

 (to calculate how much you can save) Building Loss of Rent (tick type of cover)

| Enter details for: | Building | Loss of Rent |
|--------------------|----------|----------------|
| Expiry Date | _____ | _____ |
| Current Insurer | _____ | _____ |
| Total Premium | _____ | _____ |
| Sum Insured | _____ | Not applicable |
| Mortgagee | _____ | Not applicable |

Your Insurance History

Has any Insurer ever declined to insure you or declined to renew your policy or asked that you agree to special terms or conditions?

For Landlords Insurance No Yes For Building Insurance No Yes

Have you during the past three years had three or more claims under a Landlord's Loss of Rent or Building Policy or made a claim or more than \$5,000?

For Landlords Insurance No Yes For Building Insurance No Yes

Are you aware of any current circumstances which may give rise to a claim under this insurance?

For Landlords Insurance No Yes For Building Insurance No Yes

Does the property have any existing damage? No Yes Briefly describe _____

How to take Advantage of this Offer

To take advantage of this offer all you have to do is to authorise us to register your entitlement to this exciting offer and PIP will look after the details. **No time consuming phone calls, no more paperwork and no need for your further involvement. It's that easy!**

We are simply acting as a distributor of product information and subject to your advice, pay your premium from your property account. On payment of your premium by us, you will immediately receive your Policy Certificate and payment confirmation.

Your Instructions and Authorisation

I require Building & Landlord Insurance Landlord Insurance only (please tick)

I authorise my Agent to register my entitlement for this Offer into the PIP Policy system to enable PIP to effect my cover (please tick)

OR Advise me how much I can Save on my existing insurance (please tick)

(Landlord's Signature)

(Date)

Your Real Estate Agent

Suburb _____

Next Step

To proceed, refer to the options on the front of the Brochure.

To consider the Product Disclosure Statement before making a decision to buy simply contact PIP. (details on front of brochure)

Your duty of disclosure

In order to make an informed assessment of the risk and calculate the appropriate premium, your insurer needs information about the risk that you are asking it to insure. This information extends to anyone seeking to be covered by the policy. For this reason, before you enter into a contract of general insurance, you have a duty, under the Insurance Contracts Act 1984 to answer specific questions honestly and fully but not where disclosure:

- Reduces the risk to be undertaken by the insurer
- Is common knowledge
- Or your insurer knows or, in the ordinary course of his business, ought to know; or
- The insurer has waived your obligation to disclose.

If you do not comply with your duty of disclosure, your insurer may be entitled to reduce its liability in respect of a claim or may cancel your contract of insurance. If the non-disclosure is fraudulent, the insurer may be able to avoid (or cancel) the contract of insurance from its beginning. This would have the effect that you were never insured.