



**HAPPY HOLIDAYS**

**PROPERTY INVESTOR**

**NEWSLETTER**

NOV –  
DEC 2016

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

**HAPPY HOLIDAYS**

As the holiday season is upon us, we find ourselves reflecting on the past year and those who have helped to shape our business.

It's been quite a year for us all.

We thank you for your trust and support in allowing us to care for and manage your property.

We hope that 2016 has been just as memorable for you, your colleagues and your loved ones.

May your holiday season be filled with much joy, happiness and prosperity.

**SELLING A TENANTED PROPERTY**

The holiday season can be a busy time for buyers. It is a time where many take leave and have the time to look for investment properties. Families also look at this time to move home to be settled for the new school term commencement or relocation/changes to employment.

If you are looking to sell your investment property, it is important to have an open communication line with the tenant/s during the sale process, as they can often feel like their privacy and quiet enjoyment can be invaded.

If you get a tenant off-side, it can cause unnecessary challenges and inhibit your ability to quickly sell the property.

For this reason, it is important that your managing agent is always the first to be notified of your intention to sell the property.

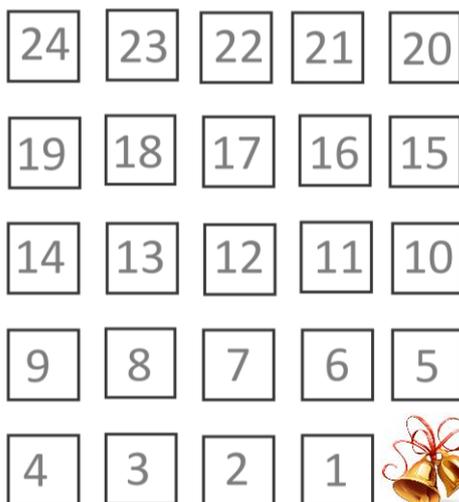
The managing agent will have a relationship with the tenant and be in a better position to negotiate inspections and open houses on your behalf.

Just a thought... If a tenant is becoming difficult with inspection times, you may want to consider offering them an incentive, such as a set dollar reward if the property is sold within a defined period of time as compensation for the disruption to their home and possibly their day-to-day activities and privacy. This may motivate the tenant to take extra care in the presentation of the property and allow more frequent inspections, as there will be a monetary reward for them.

You may also want to consider reducing their weekly rent for a short period of time to compensate the tenant for the interruption, if they become difficult with inspection times as we understand that many landlords need the weekly rent income while trying to sell the property.

Being a tenant in an investment property that is on the market for sale can be unsettling and we like to think that as a managing agent we take the time to care for the needs of our landlords and tenants, as without both, we have no business.

**COUNTDOWN FOR KIDS**



P.T.O. >

# LAST MINUTE... CHRISTMAS GIFT SAVING TIPS

Where did 2016 go? The countdown is on for us all to start planning family gatherings and gifts for friends and loved ones. Many of you will be super organised and have your holiday season already planned out or you may be like the majority who have not had the time to think or plan for anything as yet. If you are feeling overwhelmed about Christmas gift shopping, here are some tips:

- Write a list of the people you would like to buy for and put a price limit next to each name. If it adds up to too much, review the limits you set.
- Consider a 'Secret Santa' arrangement where each member in your group agrees to draw a name out of a hat and only buys a present for that person. Don't forget to set a price limit so that no one goes overboard.
- Forgo gifts altogether and do something special as a group instead, such as a dinner or picnic get-together.
- Buy presents just for the kids, not the adults.
- Take the thinking out of the process and buy gift cards.
- If there are any friends and family you won't see until the New Year, hold off on buying presents until the January sales.
- Shop with a list – otherwise you might end up blowing your budget out of sheer desperation or going home with nothing.
- Start a Christmas fund at the beginning of the year. Even if you put just \$20 a week aside, by Christmas you should have about \$1000.
- Set up a Christmas gift cupboard. If you see a gift throughout the year (look for bargains) then buy and store it.

## SUPPLY AND DEMAND

### Top tips for finding high-demand, low supply areas

The supply versus demand ratio of properties in an area is a key driver of price growth. If there is no more capacity to build in the suburb, but demand keeps on growing, prices will likely climb.

Top tips for finding high-demand, low-supply areas:

- Look for areas where the rental yield is rising. This indicates that an area is popular among renters. When renters become homeowners, they also tend to buy in the same area they are renting in;
- Look at the demographics of people moving into the area. Without meaning to sound ageist, suburbs where the median age is around 35 or so tend to gentrify faster as these demographics can have better income and are therefore able to afford to buy or rent more expensive properties;
- Look for areas with rising population. Population in itself is not enough to push prices up, but when combined with other indicators such as rising income and low supply, this is a good indication that property prices will grow in the area.

## 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

Tuckurimba Rd Tuckurimba	\$420p/w
Gibson Rd Caniaba	\$400p/w
Bright St East Lismore	\$320p/w
Dawson St Girards Hill	\$290p/w

#### UNITS

Midway Ave Wollongbar	\$260p/w
Fairway Dr Casino	\$180p/w
Cathcart St Girards Hill	\$250p/w
North St Casino	\$180p/w

#### STUDIOS

309 Rosebank Rd Rosebank	\$280p/w
--------------------------	----------

#### TOWNHOUSES

Simpson Ave Wollongbar	\$330p/w
------------------------	----------

### Properties Recently SOLD!

Keeping you updated on the local sales market

61 Trinity Dr Goonellabah	\$450,000
153 Ballina Rd Lismore	\$289,750
4 Allen Street Girards Hill	\$415,000
245 Magellan St Lismore	\$285,350
15 Andrews Cres G'bah	\$385,750
44 Diadem St Lismore	\$250,000

## CHRISTMAS & NEW YEAR OFFICE HOURS

Our property management department will be closed from 24/12/16 and reopen 28/12/16.

Emergency point of contact during this period,

Patrick Higgins:

0416 218 933.