



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

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.

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

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					

NEWS Updates

Thank you Patrick for all your efforts over the past 12 years in the rental of our home. We couldn't have been happier with your services during this time in maintaining and managing our property. With your unique style of doing a large number of minor repairs yourself which has saved us many hundreds if not thousands of dollars during that time. We have never heard of another real estate agent providing that sort of service. When we decided to list the property for sale we were over the moon that our home SOLD after just 7 weeks on the market. Your efforts were greatly appreciated by us as nothing was too much trouble even when we contacted you out of normal working hours. It is with pleasure that I thoroughly recommend the services of you and your team to any prospective clients looking to either buy, sell or rent their property. Thankyou Higgins Real Estate you did a great job in a very professional way and looked after us extremely well. Regards Ian & Deb Winslow

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

Gardner Avenue Lismore	\$350p/w
Whispering Valley Dr Richmond Hill	\$415p/w
Tuckurimba Rd Tuckurimba	\$420p/w
Dalley Street East Lismore	\$360p/w

UNITS

Midway Ave Wollongbar	\$250p/w
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Properties Recently

SOLD!

Keeping you updated on the
local sales market

624 Tabulam Rd Bottle Creek	\$255K
23 Wyreema Ave Goonellabah	\$220K
11 Centre St South Lismore	\$265K
8 Maluta Place, Lismore	\$396K

» 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. «