

September 2012 Update

Tips for Selling a Tenanted Property

We have written a number of articles on the subject of selling your investment property, and think it time to revisit the topic. At present we have an unusually high number of properties for sale from our rent role. Reasons for selling vary, some landlords have owned the property for a long time and are getting out of the market and others are short time investors who are unable to maintain their investment.

Selling a tenanted property is an everyday common occurrence within real estate. However, from our experience we often find that some owners of a property can become so focused on the sale that they overlook the importance of the tenant.

As your managing agent we do understand that when a property is listed for sale the desired outcome is to sell the property for the highest possible price in the quickest possible time. And to achieve this outcome, it is very important that we work with the tenants.

We need the tenant to be cooperative with property inspections as well as ensuring that the property is well presented.

If we get the communication process right with the tenant from the outset this can greatly assist in selling the property.

We need to communicate to the tenant that we understand and are considerate at how they may be feeling finding out that the property has been listed for sale.

We need to communicate that we are going to respect their quiet enjoyment and will be considerate with inspection times. If the tenant feels that we care they will be more cooperative.

What if the tenant is being difficult?

When dealing with people in general there is always the chance of encountering a difficult one, and tenants are no exception. It is often the frequency, time of day and number of inspections that can be disputed by a tenant. If they have no consideration for the process they can also become quite disrespectful with the presentation of the property.

If a tenant does become difficult you may wish to consider offering the tenant an incentive to work with you.

1. Offer a rent reduction in the weekly rent for a set period of time during the marketing and open house campaign.
2. Instead of reducing the rent you may wish to consider offering the tenant a compensation bonus once the property sells—i.e. \$500-\$1000.

Difficult tenants are the minority and as your managing agent we are here to assist in facilitating the process for a win/win outcome, as the last thing most property owners don't want is for the tenant to move out of the property during the sale process.

Investment Property of the month:



3 Williams Close, Dingley Village

Deceptively Spacious

Welcome to your next home! If you are looking for a home with enormous bedrooms large separate living areas and plenty of natural light, then look no further!

This single storey home is perfect as your first home, downsizing, investment or for a home you can extend!

This home features:

- * A large lounge room
- * 2 spacious bedrooms at opposite sides of the home
- * Master with walk in robe and ensuite
- * Central bathroom
- * Open plan kitchen with meals and family room, all overlooking the private and secure backyard
- * Carport
- * Garage
- * Enormous backyard - perfect for entertaining, gardening or even putting a pool in!
- * Potential development site (STCA)
- * \$360 rental per week

Located in a quiet court location and in walking distance to all of Dingley's amenities, this home really needs to be seen for the spaciousness to be appreciated.

Contact: Dora Kambouris on 0408 114 403
dora.kambouris@raywhite.com

Price: \$549,000

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Ray White

Cheltenham / Dingley Village



Mould Prevention

We had a good response from owners following last months article on mould. This winter has been one of the worst for many years, cold wet conditions have aided the growth of mould. A number of properties have been treated by washing and removing the mould, in one extreme case, small extraction fans have been fitted to the affected rooms to remove any moisture. The results have been very positive. The last thing you want as a property owner is to be taken to VCAT by your tenant for failing to act when a mould problem is reported.

Would you like to receive our Weekly Market Update email? [Click here](#) to join our weekly email list where you will receive news of our new listings, current stock and up to date market information.

Rental vacancy rates in July



According to the REIV's most recent data on the rental market, the availability of rental homes has contracted slightly in the three months ending in July. A vacancy rate of 1.9 per cent was recorded across

metropolitan Melbourne, with the lowest level of vacant rental homes being found in the outer suburbs, where a rate of one per cent was recorded.

The highest vacancy rate in the metropolitan area was recorded in the suburbs within 4km of the CBD, where 2.3 per cent of rental homes managed by a real estate agent were vacant.

The middle suburbs had a vacancy rate of two per cent, which is tighter than earlier in the year.

Overall vacancy rates are slightly lower than a year ago. At the same time, many REIV Members are reporting less competition for vacant homes than was the case a few years ago. This is confirmed by information that shows median rents have shown little overall growth in the last quarter.

The REIV's vacancy rate data is very broad: it segments the city into four areas based on radial distance from the CBD. As a result, some segments of the market may differ; this is particularly the case with the affordable segment, where demand clearly outstrips supply. In regional Victoria vacancy rates remain tight in Bendigo (1 per cent) and in Ballarat (1.9 per cent) but high in Geelong, where a rate of 4.7 per cent was recorded. More broadly, in regional Victoria a higher vacancy rate is recorded than in metropolitan Melbourne, a situation opposite to that reported a year ago.

Source: REIV.com.au

Some of our New Listings:



Auction 22/9/12 @ 1pm
1/11 Bayliss Crt, Cheltenham



Auction 15/9/12 @ 1pm
18 Kingswood Dve, Dingley Village



Auction 6/10/12 @ 11am
5/122 Patty St, Mentone



Auction 15/9/12 @ 12noon
7/290 South Rd, Hampton East



Auction 22/9/12 @ 2pm
2/3 Nursery Crt, Dingley Village



\$360,000-\$390,000
23/11 Hannah St, Cheltenham

Open For Inspection:

[Rentals](#)

[Sales](#)

Please click on the link/s above for our current Open For Inspection List

Josh Bartlett
Getting your finance
back on course...

LoanMarket
home finance brokers

0402 235 001
josh.bartlett@loanmarket.com.au
4/107 Tulip Street,
Cheltenham 3192

UNTIL NEXT MONTH, HAPPY RENTING!

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Ray White
Cheltenham / Dingley Village