



PROPERTY
INVESTOR

NEWSLETTER

SPRING
2015

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

Welcome back!

To our returning team member Trent Godfrey!

Trent combines seven years of 'hands on' experience running a successful Residential Property Management Company, with a natural enthusiasm and extensive Real Estate background, he is excited to be working with the highly regarded team at Ray White Brighton.

Trent appreciates that renting or selling your home involves making big decisions. By providing his clients with authentic and realistic advice he is able to support them in making independent, considered and well informed choices. Trent's clients appreciate his exceptional work ethic and determination. He works tirelessly to ensure that no stone is left unturned, no job is too big or small.

Trent is a member of The Society of Auctioneers and Appraisers SA and recently received the News Australia SA Golden Gavel "Rising Star" award.

Newest associate.

We also welcome Stephanie Wager to our Property Management team.

Steph joined our team in May this year and comes with a strong background in customer service. Also being a landlord herself, Steph knows the importance of great communication, has an overall understanding of property management and has successfully completed her level 1 certificate in Residential Property Management Essentials.

You will get to know Stephanie as our director of first impressions at reception
She would also like to have a successful rent roll herself.



Are you looking to purchase another investment property? Do you have family & friends considering purchasing an investment property?



We are able to provide a rental assessment for a prospective investment property before it is purchased, we can also provide rental expertise so that you are able to make well informed choices when purchasing.

Contact our Business Development Manager
Trent Godfrey today on 0478 078 052 or trent.godfrey@raywhite.com

Spring into action!

With spring well and truly upon us, it is the ideal time to have some gutter cleaning and general maintenance work carried out on your investment property.

Gutter Cleaning:

Clogged gutters can cause issues with the natural drainage of water away from your home. This can result in damage to fascia, soffit, roofing, or even begin leaking into the house. Additionally, water damage can damage the foundation of the property.



Contact your property manager today if you would like a quote arranged for this service on your investment property.



Ray White Marion & Brighton
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Properties recently let:



4 Reef Place, Sheidow Park
\$350.00 per week
12 days on market



**22 Birdwood Terrace,
North Plympton**
\$365.00 per week
Leased after first open



25 Margate Street, Brighton
\$560.00 per week
Leased after two opens

Say no to vacancies!

When your investment property is vacant your cash flow stops and your asset become a liability. The chances increase of vandalism, routine maintenance costs increase and you run the risk of your landlord protection insurance being void. A vacant property is the number one enemy of a professional property investor

If a property has not been let within 10 days, reduce the asking rent by 10% (provided the property is well maintained and presents well).

The investment will produce a better result if let at 90% of the asking rent as opposed to being vacant at 100% of the asking rent.

Nothing impacts more negatively on property investment performance then having a vacancy.

A vacant property means nil income for the investor.

Properties let just below market value attract tenants who stay longer, have fewer repairs and pay the rent on time.

Experienced investors know..

\$ Rent	Days Vacant	Lost Rent
\$450pw	7 Days	\$450
\$450pw	10 Days	\$642
\$450pw	15 Days	\$964



Our new inspection manager program is a customised online booking system that allows prospective tenants to automatically book inspections online for available rental properties.

It offers an innovative and easy-to-use way to handle enquiries and arrange reports on properties and helps cut down wait times in turn reducing vacancy rates.

Features include:

- Handles enquiries confirms inspections instantly 24/7
- Provides live data on the number of enquirers who have booked an inspection time, and who are waiting for an inspection time
- Provides live data and status updates on all applications
- Generates immediate on-site inspection results for property owners.

We Proudly Support...



For more information on how to get your school sponsored. Please contact Melanie Goddard on 8276



Marion RSL
31-39 Norfolk
Road
Marion
P: 8296 4535



Hudson Maher
Foundation
*Helping families with
life threatening bone
marrow disease.*

Spring is the ideal time of year for investors to review their property portfolios

The change of season generally signals the start of a boom period for the real estate market. The weather is warmer, gardens are starting to bloom and properties tend to be more highly sought after in spring. It is also a time when investors may think about 'spring cleaning' their investment properties. This could mean either getting their properties in order or expanding their portfolios. The following advice is for property investors to consider in the lead-up to the busy spring season.

Selling an investment property

Investors may get a kick start over their competitors by putting their property on the market at the start of spring. Those investors who are slow off the mark may find it harder to sell a property if the market is flooded with opportunities.

Taking the time to prepare the property for market, including addressing any maintenance issues, is a valuable first step and may increase your chances of selling the property faster.

A property that is well looked after can generally be an attractive proposition for potential investors.

Expanding your property portfolio

With an abundance of new properties going on the market, spring is also a time when investors may consider growing their property portfolio.

Consider the type of tenant you'd like to attract, for example a family, sole tenant or couple, and choose a home that is likely to appeal to them.

Look for a low-maintenance property as it will make life much easier for both tenant and landlord and minimise the effort and cost involved in the upkeep of the home.

Specialist landlord insurance

Having adequate insurance in place can protect your investment and provide peace of mind if the unforeseen should occur. Specialised landlord insurance cover can protect investors from many of the risks associated with owning a rental property. This includes covering for risks like malicious and accidental damage, loss of rental income and potential legal liability. Standard building and contents insurance policies usually don't cover landlords for these risks.

We recommend Ray White Insurance, Personalized insurance for property investors through Allianz. Ray White Insurance, together with Allianz (General Insurance Company of the Year 2009*), has a policy specifically designed to protect your investment. Landlord Insurance covers units, apartments and houses which are leased or rented to tenants.

To request a quote for cover please call **1800 265 161**.

<http://eliteagent.com.au/2014/08/30/spring-clean-your-property-portfolio/>

Ray White Insurance

Allianz 



We are Part of an Elite Group!
Leading Property Managers of Australia is a National Property Management Industry Association that represents the very best in residential property management. Being part of this group means we have agreed to a strict code of conduct and high level of service to qualify for membership, and we receive the best training resources available in Australia. All to ensure your peace of mind that you receive the very best service available!

Some Statistics

According to analysis from CoreLogic RP Data, rental rates across the combined capital cities fell by -0.3% in July 2015 and the annual rate of growth continues to slow, reaching a new record low of 0.9%.

Across the combined capital cities, dwelling rental rates are recorded at \$486 per week and they have fallen by -0.3% over the month, are up by 0.3% over the first seven months of the year and have increased by just 0.9% over the past 12 months. The 0.9% annual rise in capital city rents is the slowest rate of growth on record, with data going back to December 1995. The sluggish pace of rental appreciation continues to be attributed to the on-going boom in dwelling construction across Australia's capital cities accompanied by record high participation in the housing market from

investors. A high proportion of the inner city unit development in particular is being targeted by domestic investors and foreign purchasers.

Looking across the individual capital cities, over the past year, Sydney and Hobart have recorded the greatest increases in weekly rents. Over the past month, weekly rents have moved lower across every capital city and over the past three months rents are lower in all cities except for Melbourne.

Rental Index results as at July 31, 2015

Region	CHANGE IN RENTS				YIELDS	
	Current	Month	Quarter	YoY	Current	12 Months Ago
Sydney	\$593	-0.2%	-0.2%	2.5%	3.3%	3.9%
Melbourne	\$448	-0.3%	0.4%	2.1%	3.1%	3.4%
Brisbane	\$433	-0.1%	-0.4%	1.1%	4.5%	4.6%
Adelaide	\$367	-0.1%	-0.4%	0.3%	4.2%	4.4%
Perth	\$468	-0.8%	-2.4%	-5.6%	4.0%	4.2%
Hobart	\$339	-0.6%	-1.0%	2.3%	5.2%	5.2%
Darwin	\$549	-0.9%	-4.1%	-9.3%	5.6%	5.9%
Canberra	\$494	-0.4%	-0.7%	0.5%	4.1%	4.2%
Combined Capitals	\$486	-0.3%	-0.3%	0.9%	3.5%	3.9%

How many can you find?

F D T G L M M A D I S V Q R O W F S
 G U K S Z H A I G N G C M C S P D T
 P T H T B E W I O E O D E C P S Y R
 R T E N A N T I N N N D S W X P B A
 O A A N F J T N M T R T R W O H D T
 P D V P Q C M R M O E T B D P X V A
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 I N A J L R G H Z N P P B Z C E W I
 A A K J Q A E F T P E R I O D I C Z
 J C U J N D Y E I O R Z P Q Y F Y Z
 D E A A N I V Y M X N N Y R M T Q V
 O T M O S V J G Y E E T J R E N T S
 T M B L E L E A S E N D L O X S N N
 E J C C W S R K P L R T Q X R Q D B
 O P F J M X Z A R A Y W H I T E Y A

Rent Periodic Management
 Agreement Fixed Property
 Tenant Brighton Raywhite
 Landlord Inspections Bond
 Agent Lease Maintenance

WE ARE CHANGING THE WAY WE DO THINGS!

Ray White strive to provide the highest level of customer service and is pleased to advise that we have implemented an electronic document filling system available in September to ensure that your records are protected for years to come.

The benefits to you are:

- Ability to receive your owner statements with creditor invoices attached via email
- Ability to receive copies of inspection reports, leases and other documents instantly
- Ability to re-email your statement and creditor invoices to either yourself or your accountant, should they be misplaced

We anticipate that you will be pleasantly surprised at the efficiency

