

RealEstateNews

INFORMATION FOR PROPERTY INVESTORS

MARCH 2012

FROM OUR PROPERTY MANAGEMENT TEAM



Financial Statements DO YOU CHECK THEM?

It is important to check your monthly financial statements closely to ensure they are correct. Whether it is your rental statement, credit card, bank or otherwise, most statements are computer generated, possibly resulting in unforeseen errors such as additional bank fees or incorrect transactions. Always query any transaction that you are unsure of to give you peace of mind that your finances are in order.

Inspirational Tip

"Be thankful for what you have and you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough." Oprah Winfrey

THE NEW TYPE OF TENANT Smart & Educated

Managing an investment property has greatly changed over the years. In the '70s and '80s it was a simple process of collecting the rent and being nice to the tenant. In the '90s changes in legislation and client expectations demanded a more professional service. In the '00s it is serious business!

You have made a great choice in engaging a professional property management company to manage your property. You don't need to worry about the complex issues of managing the tenant and property, and you can be confident that our focus is to work towards maximising your income and optimising capital growth.

As your managing agent it is important to us in the process of representing you that we have a clear understanding of legislation requirements and more importantly, that we apply the law.

At times, we receive instructions from landlords asking that we follow through on certain requests that contract outside of the Act. Requests relating to accessing the property, increasing the rent, terminating agreements, bond increases and increased notice periods, to name a few.

As mentioned, property management has changed over the past 30 years and so have the tenants. Tenants are a lot smarter when it comes to understanding their rights and obligations. They have access to more information as well as consumer advice services. If we don't act in accordance with the law there are serious fines that can be imposed on us as an agent and you as a landlord.



When we are discussing the required action that needs to be taken during the management of a property, please be mindful and understand that our advice is based on the law.

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BUYING IN A SLOW MARKET

Don't be afraid of the gloomy economic forecasts. Right now there are great bargains to be had for the astute property investor. A slowing of the economy and a decrease in demand for housing has created a once in a lifetime opportunity for buying solid investments in areas with strong growth drivers.

There are fewer buyers in the market place and more properties available for sale, which means that properties are taking longer to sell and vendors are dropping their prices in an attempt to move them on.

TOP TIPS

Locate the Demand: Research ABS data to locate suburbs/areas with a minimum of 2% population growth forecast, jobs growth, and infrastructure projects to match. You want to make sure your property is always in demand from renters.

Locate short supply: Check with the local council to find out if there are more housing developments proposed for the area. Is there a restriction on supply coming through? You want short supply.

Rental opportunities: Check with your property manager – what type of property is in the most demand from that suburb? Is it housing or units? Is it 3-4 bed house or 1-2 bedroom unit?

Vacancy periods: Ask agents how many days properties are vacant before tenants are found? Get information in writing to ensure veracity. Lower vacancy indicates short supply and potential for rental growth.

Quality construction: Look for solid, long lasting, low maintenance materials for better capital growth.

Use a cash flow analysis calculator: Make sure you can

afford to hold the property if the rate goes up by 2%-3%.

Pay the right price: Which property (if all other points are equal) gives the highest rent return? ■



LANDLORDS ARE AT GREATER RISK

When the economy tightens it financially impacts everyone; businesses, employees, young singles, families and the elderly. It can also affect property investors.

We have a very thorough tenant selection process that includes reference checking and a financial analysis of their income percentage to rent.

However, what if they lose their employment, have a serious illness in the family or become overcommitted in bills generally. These are circumstances that are out of anyone's control.

So if the tenant's financial circumstances change and they cannot afford to pay rent... who will pay, so you can meet your mortgage commitments?

Landlord protection insurance will.* For a minimal investment that is tax deductible you cannot afford not to have this insurance.

Feel welcome to contact our office to find out more.

* Terms & Conditions apply

FOLLOW US

Connect and keep in touch with live updates on what is happening in the market and within our office. Search for



facebook.com/WalterIrvine

WIN with Walter & Irvine this Easter!

As Easter fast approaches, we are giving you the chance to WIN 1 of 3 Haigh's Chocolates Easter Hampers*! To enter, join us on our Facebook page before April 4th!



Properties Recently

SOLD Keeping you updated on the local sales market

Conmurra Ave, Edwardstown
\$360,000

Chamberlain Ave, Clarence Gdns
\$480,888

Almond Street, Goodwood
\$530,000

Wattlebury Road, Lower Mitcham
\$595,000

NEWS UPDATE

We are excited to announce that the Walter & Irvine Team continues to grow with Ann and Kelly joining our administration team. In addition, the safe arrival of Elliana Grace. Our sales secretary Carlee's, new baby girl.

A recent announcement of Walter & Irvine's formal association with Seniors Card Real Estate, COTA and Alzheimer's Australia was made and we are proud of this association. Attached is a separate flyer about this association.

We are also excited to have launched our new website! With months of hard work we believe our new website can offer you a better experience. There is more information for you and your tenants so be sure to visit the new site walterirvine.com.au and see for yourself. As always, feedback is welcome!

An Exciting Announcement...



Walter & Irvine Real Estate is proud and excited to announce its formal association with Seniors Card Real Estate SA and their affiliates COTA and Alzheimer's Australia.

Seniors Card Real Estate is a certified 'Seniors Friendly Business' an initiative of the State Government. The initiative is focused on assisting seniors including offering special services and discounts when selling their homes and businesses.

As an accredited Seniors Card Real Estate associate, we provide a compassionate understanding of the special needs of seniors in relation to residential property.

Our ethical approach and philosophy of Risk-Free buying and selling, compliments the service Seniors Card Real Estate SA offers to all seniors in South Australia.

Our consultants are trained to ensure that all of your real estate needs are handled with care, professionalism and as stress free as possible.

If you are a senior considering moving, call 1300 307 281 to take advantage of our professional services including free photos, internet listings, floorplan, signboard and brochures including a 12 month complimentary membership to COTA* .



THE LEADING PROPERTY SPECIALISTS FOR SENIORS

1300 307 281

Proudly Supporting...



**Alzheimer's
Australia**
Living with dementia



*Terms and conditions apply.