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THE INVESTOR

JUST A THOUGHT...

WHY DO YOU REALLY WANT TO BUY OR SELL A PROPERTY?

When anyone chooses to buy or sell a property, it is always for a reason, and it is important to take the time to be aware of your why.

- Financially driven
- Financial security
- Investment purposes
- Cashing in on equity
- Capitalise on the market
- Renovate and sell
- Neighbourhood or lifestyle changes
- Move closer to family and friends
- Upsize or downsize
- Require different home features
- Relationship changes
- Nicer or newer property
- Transfer of employment
- Deferring repairs & building works

Depending on your why, always consider your options.

- Restructure your home loan.
- Rent out unoccupied rooms.
- Renovate the property or add an extension.
- Rent out the property as an investment if you must move.

Before leaping into buying or selling... take the time to discuss the decision, consider all the possibilities and outcomes and, most importantly, do your research.

If you are considering buying or selling or have a property management questions, please feel welcome to contact one of our friendly team members.



IT IS SPRINGTIME

AND BUYERS ARE OUT LOOKING

TEN THINGS YOU CAN DO FOR A QUICK & CHEAP MAKEOVER

1. Clear away your clutter, spring clean, and make sure you give everything a thorough wash down, especially the windows, to let in as much light as possible, and wipe away cobwebs to make the property look cared for.
2. Clean, patch or paint any wall dents, holes, or marks.
3. Replace any blown light bulbs, fix dripping taps, and repair broken or faulty appliances, fixtures, and fittings.
4. Remove most of your personal items and photographs from view, as buyers want to imagine themselves living in the home.
5. Unless the bedrooms are tiny, always have a double, queen, or king sized bed in place. If a single bed is in the room, buyers may assume a bigger bed won't fit.
6. Put your best sheets, starched, and ironed, on the beds.
7. Borrow or rent modern and neutral furniture to give the property a new look.

Family, friends, or storage companies can be used to store any unnecessary furniture and personal items.
8. When you have a potential buyer to inspect the property, turn on the air-conditioner/s and lights, open the curtains/blinds, play soothing music, bake a cake prior, or use a pleasant air freshener or burn oils to create a welcoming ambience.
9. During inspection times, ensure that pets are not present, and clear away any evidence that you have an animal, such as dirty food bowls or litter trays.
10. Buy fresh flowers for the home.

DO YOU EVER FEEL OVERWHELMED ABOUT OWNING YOUR INVESTMENT PROPERTY?

THE GOOD AND THE BAD IS ALL PART OF THE JOURNEY

If you answered yes, you are not alone.

Owning an investment property is a great way to create long-term wealth or equity through capital growth. Capital growth, in simple terms, is the increase in value of your property over time. It is calculated by determining the current market value and then deducting the price you initially purchased the property for.

For example: Market value – initial purchase price = Capital Growth
\$850,000 – \$430,000 = \$420,000 Capital Growth

Achieving capital growth on your investment property can take time. Varying experts will state that it can take 7-12 years to see a significant long-term return on your investment. Therefore, if we look at the big picture of owning an investment property, it can generate great long-term returns (refer to the example above), which shows a gross 97.67% return.

While capital growth can offer investors significant long-term wealth creation opportunities, the journey of being a landlord can be challenging and tough at times. Navigating the changing market conditions; interest rate rises and weekly rent fluctuations (being your short-term annual rental income) can be overwhelming to some.

Tenant disputes, expensive repairs and renovations, damage to the property, tenants wanting to break their agreement, and negotiating awkward situations with tenants can all be contributing factors towards landlords feeling overwhelmed.

Investors who enter the property market solely based on short-term returns, can find economic changes hard to navigate, and it is therefore important to remember the long-term gains.

If you are currently experiencing financial hardship, there are solutions that can be explored, while you ride the wave towards long-term growth.

To reduce your sense of feeling overwhelmed is about understanding market conditions, knowing your rights, responsibilities, and obligations; establishing long-term strategies for navigating these tricky situations when they arise, and most importantly, establishing a realistic budget.

Our role as your managing agent, is to maximise your short-term return income, optimise long-term capital growth, provide skilful representation, and massage away any feelings of overwhelm through constant contact and communication with our valued clients.

The media regularly shares concerns about the current economy, constant legislation changes, as well as an overall uncertainty of the market. We understand these pressures that are being placed on some investors. It is for this reason we are here to listen to your concerns and provide professional and educated feedback on any questions you may have.