

ISSUE
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THE INVESTOR

OUR TOP 5 TIPS TO INVESTOR SUCCESS

1. Research and know your local rental market. This can be as simple as just getting online with any rental listing website and investing time to compare weekly rental prices.
2. When your property becomes vacant take the time to undertake a complete investment audit. Access the realistic market rent achievable, review and action necessary maintenance, appliance upgrades or renovations that are necessary and most importantly, understand the importance of effectively advertising the property with quality photos, floor plans, video or virtual tours... as more and more rental ads are standing out to the prospective tenant with these features.
3. Take the time to think about how your investment stands out in comparison to other properties on the market and why a tenant would choose to rent your property?
4. Protect yourself with landlord property insurance to cover you for the unexpected of rent loss and property damage.
5. Have a financial strategic plan to always be one step ahead.
 - a. What happens if there is an unexpected repair? Can you afford it?
 - b. What happens if there is an extended vacancy period resulting in lost rent? Can you afford to meet the mortgage?



2020 AND 'SUMMER IS SET TO SIZZLE' MARKET REVIEW*

Welcome to 2020...

The property market is heating up and set to sizzle according to research and property analyst experts with prices predicted to substantially rise if interest rates remain steady, the economy improves, and bank regulator APRA does not intervene with lending restrictions to slow down a rising housing market.

With the recent rapid price increases in Melbourne and Sydney, we could see rises from 11 to 17 per cent across these two capital cities, which would accelerate property price growth in other capital cities ranging from 1 to 4 per cent in Adelaide, 3 to 7 per cent in Perth and Brisbane, 5 to 9 per cent in Hobart and 3 to 8 per cent in Canberra.

Strong population growth rates, easier access to housing credit, new up and coming government incentives to make it easier for first home buyers to enter the market with a 5% deposit, continuing stability from local economies and increased spending are all strong indicators that will assist in driving prices up. However, a rise in unemployment for the first time in three-years, poor business confidence and global uncertainties are factors that can hold back property prices from reaching their expected peak of growth.

There are no certainties in knowing what the future holds, but property experts, research, data and trends would suggest that we are at the beginning of a new property cycle.

TOP 10 NEW YEAR'S RESOLUTION GOALS

2000 people were surveyed... and we can reveal the top 10 New Year's resolution goals list with you. Make 2020 the year that you achieve all your goals. To help you get started:

Be clear and specific in what you want to achieve, write them down and stick them on the fridge or mirror to remind you every day, visualise your goals, tell a friend, eliminate bad habits by starting new habits, engage a coach to keep you accountable, be positive, don't give up, take little steps and celebrate achievements.

1. Diet or eat healthier (71 percent)
2. Exercise more (65 percent)
3. Lose weight (54 percent)
4. Save more and spend less (32 percent)
5. Learn a new skill or hobby (26 percent)
6. Quit smoking (21 percent)
7. Read more (17 percent)
8. Find another job (16 percent)
9. Drink less alcohol (15 percent)
10. Spend more time with family and friends (13 percent)



SMART PROPERTY MANAGEMENT... IT PAYS TO HAVE PROFESSIONAL REPRESENTATION

A landlord has been fined \$4000 and ordered to pay the tenant back their \$1400 bond.

Recent media reports have stated that a private landlord (managing his own property) has been fined in the Magistrates Courts for not lodging the tenant's bond with the appropriate governing authorities (which have strict lodgement time periods) as well as failing to provide the tenant with a completed copy of the tenancy agreement and property condition report that has cost more than \$5000 in lost income for his investment property.

Both landlords (their appointed agents) and tenants have clear legislative requirements that must be abided by. There are serious consequences for those who do not comply.

While some landlords, tenants and even agents may dispute and have their own personal opinions on the fairness of legislation, ultimately the intention of laws are to protect all parties.

The law is simply reinforcing that landlords must provide and maintain a liveable, safe and clean property with working appliances and locks (taking into consideration council by-laws and general property consumer safety laws) as well as respecting and not interfering with the tenants right to quiet enjoyment, peace, comfort and privacy. The tenant must pay the rent on time, report any maintenance, repair issues or damage, not use the property for an illegal purpose, not cause a nuisance or interfere with the reasonable peace, comfort or privacy of neighbours and leave the premises and inclusions, as far as possible, in the same condition they were in at the start of the tenancy, fair wear and tear excepted.

If all parties abided by the law, investing in and renting properties would be a far better experience. However, unfortunately, there will always be the select few who choose to act outside of the law or take advantage of the law.

Property management is serious business governed by laws, legislation requirements, compliance issues, notice period timeframes, prescribed forms and agreements, processes and duty of care (a moral or legal obligation to ensure the safety or well-being of others).

Choosing to engage a professional company to represent you in the day-to-day management of your property is a smart investment to protect you.

FAST TRACK SELLING YOUR PROPERTY

REMEMBER THE 3 Ps – Presentation | Price | Promotion

SPRING TIME COOLED-OFF BUT SUMMER IS SET TO SIZZLE

Historically, September to November 'Spring Time' is when the property market starts to bloom with more activity, listings and available stock. However, recent property research has shown that compared to previous years some of our most active markets around Australia are down (cooled-off) in property listings up to 33%. The good news... our 2020 Market Review suggests 'SUMMER IS SET TO SIZZLE'.

Selling a property can be stressful financially and personally with private inspections and/or open homes, general disruptions to your day-to-day life, telephone calls/emails, decisions to make and often a lot of time is invested into the selling process. So, you want to get it right to make sure that your property sells in the quickest possible time achieving the highest possible sale price.

The golden rules to fast track selling your property are presentation, price and promotion.

Presentation is everything to the success of selling. It can impact on the price achievable, time on the market and emotional connection of the buyer to the property. Don't just clean and tidy and organise a few tweaks if you want to maximise your price achievable. Review the curbside appeal (paint, re-do gardens, new letter box and invest in a house name sign). Improving bathrooms and the kitchen are also considered key areas to focus on. Also, de-clutter, remove personal items and if needed, engage a professional to stage the property with a theme and furniture.

Price is the next step to success. It is simple. An over-priced property will not sell.

Promotion is the final step to success. You want to promote and advertise your property to as many buyers as possible. Invest in professional photos, videos, virtual tours and floorplans as presentation in promotion is also everything to the success of selling.

DISCLAIMER You should not act solely based on the material contained in this newsletter. Information herein are general comments only and do not constitute or convey advice per se. Seek your own independent professional advice before making any decision or acting. | Published by PPM Group

RISTIC NEWS

Congratulations to Jacinta for winning our Employee Of The Year award for 2019!



Congratulations to Joelle for winning our Property Manager Of The Year award for 2019!



Happy Birthday to our sales administrator, Leanne and our amazing property managers Joelle & Georgia!



Christmas trading hours

Closed from 23rd December 2019 - 1st January 2020
Trading as usual from the 2nd January 2020

The team at Ristic would like to wish you a joyful festive season & a prosperous New Year.



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