

ISSUE  
MAR – APR  
2021

# THE INVESTOR

## WE NEED PROPERTIES

### THE PROPERTY MARKET GETS STRONGER

Many property investment and market strategists are referring to our current real estate times as the 'Property Boom' era, with property prices reaching an all-time high in almost 20 years.

The real estate market will boom when the supply of properties falls, and the demand increases.

For this reason, we urgently need property listings.

### WHAT IS YOUR PROPERTY WORTH?

If you have a property to sell or rent or know of someone who does, please contact our agency for an obligation-free appraisal of your property.

You may be pleasantly surprised at the current price of your property.

### IS NOW THE TIME TO BUY?

While some may say that a property boom is not the best time to buy, others say that the best time to buy real estate was yesterday, the next best time is today, and the least best time is tomorrow.

If you have equity in your home or funds in the bank, there is a high demand in certain areas for investment (rental) properties.

Many tenants across the nation are desperate to rent your potential next investment property.

Call us today for friendly, factual, and knowledgeable advice.



## WHAT WOULD YOU ATTEMPT TO DO IF YOU KNEW YOU COULD NOT FAIL?

## ROUTINE INSPECTIONS WHY WE DO THEM?

While COVID impacted our ability to conduct certain scheduled routine inspections, it is a vital property management task to carry out regularly for the following reasons:

1. To protect your investment property and financial income.
2. To ascertain if the tenant is maintaining the property in a clean and tidy condition.
3. To provide feedback to property investors (landlords) on the property's condition and if any repairs are required.
4. To suggest any current or future preventative maintenance, renovations or improvements required.
5. And, most importantly, to ensure that the property is secure and safe for the tenant to live in to avoid any costly litigation claims.

We understand that we are often the primary person to inspect the property and realise the importance of keeping you up-to-date on your property's condition.

When carrying out routine inspections, we pay particular attention to high-risk areas such as ripples or tears in floor coverings, uneven pavers, inadequate property locks, poor external lighting, loose electrical points, dangerous obstructions, and mould build-up (to name a few). These areas, if overlooked, can lead to a liability claim should there be a slip or fall at the property.

The routine inspections that we conduct are 'visual' inspections only. We do not move furniture, rugs or undertake extensive inspections behind items in cupboards. As a property investor (landlord), it is your responsibility to ensure that you engage or instruct our agency to appoint professionals to conduct regular pest, builders, pool safety (if applicable), and smoke alarm compliance checks.

When you receive a routine inspection report, carefully read the comments and contact our agency as soon as possible (if required) to authorise or discuss the repairs or maintenance.

## HOW TO TENANT PROOF YOUR PROPERTY

The most successful property investors (landlords) focus on maximising their rental income, building long-term wealth (increased value in the property), and minimising expenses where possible.

To be successful, we need to be knowledgeable, understand investing, set goals, and be strategic in our choices.

One area of being strategic to minimise expenses is to be smart in maintaining and renovating an investment property.

We want to ensure that all fixtures and fittings are easy to maintain, durable, and long-wearing.

A couple of tips to get you thinking:

- Choose semi-gloss paint on walls so marks can easily be removed.
- Choose durable floor coverings that will not scratch, easily mark, or lead to excessive wear and tear.
- Consider renting appliances to reduce repair costs.
- Create low-maintenance gardens with bark to reduce weeds.
- Be mindful of the type of light fittings you install to ensure that the globes are easy to replace.
- Choose fixtures and fittings that are easy to clean, especially in the kitchen and bathroom areas.
- Consider the type of benchtop and cupboard door materials you use.
- Make sure you install door stoppers and use heavy-duty cupboard hinges and door handles.
- Do not always purchase or go with the cheapest quote options.

## BUYING A PROPERTY CAN COST YOU NOTHING

Well, buying a property for nothing is not entirely true. However, did you know that you can use equity in a property to finance the purchase of an investment property?

Depending on how much equity you have in your home, you can refinance to access this equity to cover the cost of your deposit and other fees of purchasing a property and pay nothing, or, more accurately, you don't need the cash in the bank.

Equity is the difference between your property value and the amount you have owing on your home loan.

To qualify for an equity home loan:

- You can generally release up to 80-90% of your property value in equity to buy a second property.
- You must owe less than 80% of the property value on your home loan.
- Your mortgage repayment history must be perfect.
- You will need to provide your last two payslips.
- You will need to provide your most recent group certificate.
- There are also low doc options available for self-employed borrowers who cannot prove their income through traditional means.
- Your credit file should be clear of black marks.

In some instances, you can borrow up to 105% of the property value.

While equity borrowing can be practical and convenient, you need to be mindful and weigh the pros and cons of this borrowing carefully, as there are risks if you fail to make loan payments. Risks of home equity loans can result in extra fees and a lowered credit score.

The main risks of a home equity loan are:

- Interest rates can rise on some loans.
- Your home is held as collateral and linked to the investment property.
- Equity can rise and fall.
- Paying the minimum could make payments unmanageable down the line.

A home equity loan could be a good idea if you use the funds to improve your home, invest in additional properties, or consolidate debt with a lower interest rate. However, a home equity loan is a bad idea if it will overburden your finances or if it only serves to shift debt around.

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## PROPERTY MARKET

\$480,000 - \$528,000



2/5 Windeatt Close, Mill Park

- 2 Bedrooms
- 1 Bathroom
- 1 garage

[Click here to view online](#)

## RISTIC NEWS!

Introducing our newest team member Christie! Please give her a warm welcome when you speak to or see her. Christie will be covering reception while Leanne is on maternity leave. ☺



## SUDOKU COFFEE BREAK

Every row & column, and 3X3 box, must contain the numbers from 1-9

		6	8		9
4					1
2					
5		7			8
1					9
7		4	6		
8			2	7	3
		4			6
3		1			

## HAPPY EASTER TO YOU.

We wish you a holiday celebration with



**Fusun Ristic**  
Director of  
Property  
Management