



ISSUE
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2020

THE INVESTOR

INVEST IN YOURSELF

Just when we thought that everything was getting closer to returning to normal, the nation was hit with a second COVID wave resulting in an entire state being shut down for a second time and border closures.

Whether we agree or disagree with the decisions that are being made on our behalf, we are entering challenging times, especially for those who do not like change, which is most of us.

With no clear end in sight, and with changes occurring daily, it can be difficult to adjust to this 'new normal' that is having underlying effects on even the strongest of people.

If you are not feeling your normal self, here are 10 tips to help you adjust:

1. Be accepting of the situation because you cannot change it in this current moment.
2. Stop, think, respond instead of reacting.
3. Give yourself time to process new information.
4. Be kind and understanding to what you are feeling as well as others.
5. Give yourself time to adapt to change
6. Be flexible and open to relinquishing control over the situation until there is a better way or solution.
7. Go easy on yourself in managing your expectations with family, friends, work commitments, colleagues, and other people in general.
8. Focus on what you can do, not on what you cannot. It is okay to change your focus and direction at the moment.
9. Set new routines that work for you and do not pressure yourself.
10. Try practising mindfulness. Be in the moment and focus on what you can achieve today.



WHAT IS THE FUTURE FOR INVESTING IN PROPERTY?

If you are regularly watching the news or reading the latest news articles in the media, like many, you may be feeling overwhelmed at times, uncertain, frustrated, controlled, and burnt out about many aspects of COVID life.

2020 will be a year marked in our history pages forever.

COVID has changed the way that we think, feel, socialise, communicate, interact, exercise, shop, learn, and do business in the most radical 'blink of an eye' speed. It has changed every aspect of our lives to some extent and will continue to do so forevermore.

While there is no crystal ball to see or answer 'What is the future for investing in property?', there is the reality of now, and we have to start realistically adjusting if we are going to survive and grow into our new future.

What this means is, we cannot have a mindset of thinking when COVID goes away life will return to normal or when the 2021 New Year clock ticks over in four months that

it will automatically be a fresh new COVID free lifestyle.

In a perfect world, it would be great to think that the introduction of a vaccine will cure everything, but the world has already changed and progressed forward in ways that will never be turned back.

The economy will continue to be impacted, the type of money transactions will continue to change (potentially progressing to a cashless society), stock markets will fluctuate, superannuation will rise and fall, and world trading will change. However, the one commodity that has been least affected according to research, is property.

Property is one of the most tangible assets that cannot disappear or be taken away as easily as other commodities.

No one knows the future, but what we do know is that everyone needs a home.

Now is the time to think about investing in your future... not when things get better and return to normal.

CHANGE CAN HAVE POSITIVE OUTCOMES

With respect to the reality and fact that some people are being more adversely affected by COVID than others with their health, family, friends, employment, work commitments and financial situation, there are often positives to be found in every situation and circumstance, depending on how we view change. For good or for bad...take a moment (with a different outlook/mindset) to think about the potential positive outcomes that may have resulted over the past months.

- Have you been able to spend more time at home with your family?
- Have you been given financial assistance that you would not normally receive?
- Have you been forced into right-sizing your business or life in general?
- Were you facing financial hardship that has now been put on pause/hold to allow you the time out to work towards a solution?
- Have you been using technology to virtually connect in real-time to communicate with family, friends and work associates, who you did not usually connect with face-to-face outside of a telephone call?
- Have you been able to access money to do things that you would not usually be able to do?
- Have circumstances allowed you to have additional time to action, update or improve your business operations that you had been putting off?

There is good and bad in every shift or change...

WHY YOU SHOULD CONSIDER REFINANCING

WHEN TIMES GET TOUGH... WE CAN SOMETIMES MISS THE OPPORTUNITIES
Despite the current challenging times, banks are still competing to win your business with better rates, cash-back offers, and waiving certain fees as an incentive to refinance.

REASONS TO CONSIDER REFINANCING

- 1) Interest rates are at an all-time low and reducing your repayments with a cheaper interest rate will simply give you more money in your back pocket each month.
- 2) Reducing your interest rate could allow you to pay off your loan faster. As your loan amount decreases, your usable equity increases.
- 3) With equity comes opportunity. If you already have strong equity growth in your appreciated value of the property, as well as refinancing, you could use the equity for other purposes, such as home improvements and renovations, purchasing another investment property, or just create additional income/savings to reduce your financial stress.

- 4) Negotiate and source better loan features. The process of refinancing can be an opportunity to reevaluate and potentially restructure your loan differently and assess the features that you need and do not need that could save you hundreds of dollars in fees each year.
- 5) You may be able to consolidate multiple debts into one central loan that can reduce your interest payable, as well as your monthly repayments.

Most importantly, with any financial decisions, it is recommended that you seek professional advice from your accountant, bank lending officer, and/or your financial advisor to ensure that any guidance that is being given to you, is correct to achieve the outcomes that you want.

IS IT TIME TO TAKE ACTION WITH A FACELIFT?

All properties from time to time will require new carpet, a fresh coat of paint, or appliances replaced (sometimes all three at once, plus more).

It is considered best practice when owning an investment property to upgrade the fixtures and fittings every 5-7 years, or in accordance with your depreciation schedule for tax-saving purposes and your accountant's advice.

In addition to the tax saving benefits, well-maintained properties will also, be more popular and attractive, resulting in a better quality selection of tenants, higher rents, minimised vacancy periods, and maximised long-term capital growth sale values in comparison to properties that are left unkept (with no facelift) to deteriorate, depreciate and look old.

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RISTIC NEWS!

Rental Market Update – Stage 4 Restrictions & July 2020 stats

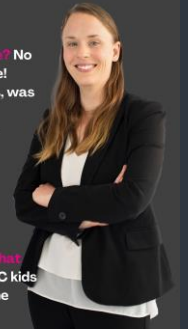
<https://risticrealestate.com.au/rental-market-update-stage-4-restrictions-and-july-review-2020/>

- Vacancy rate 2.13%
- 460 tenant enquires
- 181 Applications
- 12 properties leased
- Average days on the market 21.1
- \$400pw average rent achieved
- Lowest rent \$310pw
- Highest rent \$630

GET TO KNOW OUR TEAM!

meet **Leanne**

Job: Client Services – Front Office
Tea or coffee? Tea
Can you touch your nose with your tongue? No and yes I totally just tried to do it! So close!
Worst hairstyle you have ever had: Bangs, was cute as a kid, not so much as an adult
Celebrity you would be friends with? Tom Hanks. He just seems like a nice guy
Favourite pizza topping: Pineapple! It's amazing I don't understand the hate
BeYonce or Taylor Swift? Neither
Hidden talent: Putting babies to sleep 😊 anyone else's but my own!
You can only have 3 apps on your phone what would they be: Facebook, Camera and ABC kids
Superpower of choice: Travel through time
Describe Ristic in one word: Supportive



SUDOKU COFFEE BREAK

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

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



Fusun Ristic
Director of
Property
Management