



Property Management News

April 2019

THINKING OF SELLING? THINK OF **US!**

Selling a tenanted property brings with it all kinds of challenges, some foreseen and others unforeseen.

The first step in the process is to advise your property manager that you have decided to sell the property. The next step is to find a suitable real estate agent to manage the sale. It makes sense to chat with your current property manager and ask to talk to the relevant sales personnel to discuss the best path forward.

Your property manager knows your property better than anyone else and can advise on:

- the relationship with the current tenants;
- the state of the property; and
- any repairs or improvements needed.

During this process it is important to remember that the tenant will often feel as if their right to privacy and quiet enjoyment of the dwelling has been invaded.

This can be minimised if they are dealing with the managing agency and not forced into making viewing arrangements with a group of potential strangers.

The tenant must allow you reasonable access to show prospective home buyers through the property. Please check with our office as certain days and times do have restrictions.

An open line of communication can prevent an unreasonable tenant from jeopardising a sale. Our

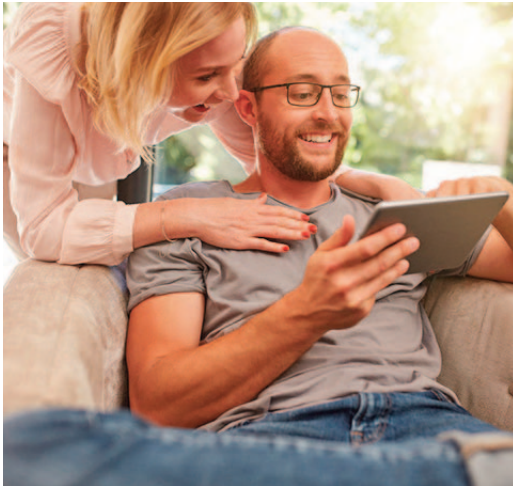
**OUR SALES TEAM
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agency has already built up the relationship with the tenant and we know how important your property is to you and to them. We have your trust and the trust of the tenant.

Our sales team are experts in these delicate situations and can prevent problems that often arise. They would be happy to arrange an appraisal for you if you are considering placing your property on the market.



OUR DREAM HOME IS?



Where we choose to live affects every aspect of our life whether it is where we work, where our children go to school or the types of friendship and family networks we develop.

A recent report by the Grattan Institute has highlighted exactly what Australians want in a home, in other words their ideal property if there were no monetary/lifestyle restraints.

The on-line survey of 706 participants asked the fundamental question "What matters most when you choose housing?" Participants were giving a list of eight variables at a time and asked to rank them in order of what mattered most and what mattered least to their housing choice.

The results are listed below from the top priority to the least:

- The number of bedrooms.
- Safety for people and property.
- Near family and friends.
- The number of living spaces.
- Whether the house is detached.
- Near local shops.
- Near a shopping centre.
- Near a bus, tram or ferry stop.
- Has a garage.
- Little traffic congestion in the local area.

WHY LANDLORD INSURANCE IS A MUST HAVE



A news item came across our desk recently that we want to share with you. A case from another property management office shows us that landlords insurance can make property rental a smoother ride for both the landlord and tenant!

The article highlights the misfortune of an ideal tenant who came with excellent references, maintained the freshly renovated two-bedroom townhouse to a high standard and always paid the rent on time.

One night, she got up to attend to something in the kitchen and accidentally and unknowingly knocked a candle over onto a lounge chair.

By the time the tenant returned to the lounge-room, discovered the chair was alight and put the fire out, a hole had been burnt in the carpet and smoke had escaped up the staircase to damage the second floor paint work.

The tenant was not insured and there was some question about whether the damage would be covered by body corporate insurance or the owners' RentCover policy.

The insurers advised that the damage would be covered by its policy and all that was needed to be provided were quotes to clean and repair the blinds, repaint the property and replace the carpet.

The property manager was relieved to be able to call the owners to advise them that their unit would be looking new again very shortly. They were happy and the tenant was relieved to pay only a \$100 excess!

R&W

I hope this Easter bring new aspirations and new hope to you, to your family and friends.

Have a wonderful Easter break and a safe holiday.



Hendra Wijaya
Principal

RECENT RENTALS

104/171 Maroubra Rd, Maroubra
1 bed 1 bath 1 parking \$510

8/29 Meeks Street, Kingsford
2 bed 1 bath 1 parking \$530

20/117 Boyce Road, Maroubra
2 bed 2 bath 1 parking \$690

9/871 Anzac Parade, Maroubra
2 bed 1 bath 1 parking \$ 530.

FOR SALE



102/220 Coward St,
Mascot
2 Bed, 2 Bath, 2 Car



807/13 Joynton Ave,
Zetland
2 Bed, 2 Bath, 1 Car



S12.05/178 Thomas St,
Haymarket
1 Bed, 1 Bath, 0 Car

The best reputation in real estate

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