



This newsletter has been designed to keep you updated on what is happening within the industry and our real estate office

**FROM OUR PROPERTY
MANAGEMENT TEAM**

**FREE PROPERTY
APPRAISAL ON
YOUR INVESTMENT**

Do you know how much your property is worth in the current market? Many of our landlords are pleasantly surprised to discover that their property is worth much more than they expected.

If you would like a FREE, no obligation appraisal for your investment property, feel welcome to contact our agency and speak with either Merv or Lisa anytime.

THE MODERN DAY TENANT

Today there is more and more competition to attract and retain quality tenants. They are more sophisticated and have grown accustomed to better things, to better standards of living and housing conditions. Like all of us, they want to be treated fairly and with respect. When next considering the needs of the tenant take a moment to ask *"How would I like to be treated?"*



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IMPORTANT: This is not advice. Clients should not act solely on the basis of the material contained in this newsletter. Items herein are general comments only and do not constitute or convey advice per se. Every effort is made to ensure the contents are accurate at the time of publication. Clients should seek their own independent professional advice before making any decision or taking action. We take no responsibility for any subsequent action that may arise from the use of this newsletter. Published by THE PPM GROUP - www.ppmssystem.com

MISTAKES...

that can lose your tenant

Tenants are crucial to maintaining cash flow – 'rent'. But some landlords can make simple mistakes without realising it.



There can be a price paid for treating tenants poorly. They can become unhappy and uncooperative tenants during the tenancy, causing possible issues if the property was to be placed on the market for sale; difficulties with access for routine inspections, as well as the inspections required to re-let the property when the tenant gives notice. The tenant can become more impatient, lack understanding and be difficult around maintenance issues. Or in extreme cases the tenant can vacate the property, leading to a possible loss of income if the property remains vacant, as well as additional advertising expenses.

Based on our experience and feedback received these are the top four complaints we hear from tenants.

Not treated with respect

It is important when speaking with tenants that we treat them fairly, show empathy and compassion, but firmly when required.

No action or slow action to maintenance and repairs

This is often the number one complaint. While we understand that attending to maintenance in some circumstances can take a little longer than expected, it is important that all parties act promptly to resolve the issues.

Lack of communication or follow-up

Honest, open and regular communication can be the best remedy to ensure that everyone is updated and aware of what action is being taken.

Excessive rent increases

We do undertake regular rent reviews in accordance with the market to ensure that we are maximising the income. However, we have experienced some landlords who want to increase the rent without attending to needed maintenance and repairs.

P.T.O.>

IN THIS ISSUE

- Mistakes... that can lose your tenant
- Super – Salary sacrificing
- Interest rates are at a record low
- Be aware of the ATO



Super

Salary Sacrificing PAYING LESS TAX



SMART INVESTING... Did you know that you can arrange for your employer to pay some of your pre-tax income into your super, which is known as salary sacrificing?

Arranging to salary sacrifice super contributions might sound like taking a voluntary pay cut, but there can be tax advantages to save you money in the long and short-term.

Salary sacrificing can be a tax-effective way to make your income go further, and it can also be a great option for boosting your super.

Salary sacrifice contributions are generally taxed at just 15%. If your marginal tax rate is greater than 15%, you will pay less tax than you would if you did not salary sacrifice the amount into super. We recommend that you seek professional advice from an accountant or financial advisor before making any investment decisions.

Properties Recently Rented!

Keeping you updated on the local rental market

HOUSES/DUAL KEY

11 Innes Av, Bundamba



Brand new Dual key property that is close to local amenities.

Unit 1 – 1 Bedroom, 1 bath, 1 car
Rented for \$250 per week.

Unit 2 – 3 Bedroom, 2 bath, 1 car
Rented for \$310 per week.

7 Greenland Court, Springfield



4 Bedrooms, 2 Bath, 2 Car, plus Rumpus, Living, Dining and Family rooms.

Has split system air con and ceiling fans.

Leased for \$420 per week.

INTEREST RATES

ARE AT A RECORD LOW

Good news... At the first meeting this year, the Reserve Bank of Australia moved the cash rate for the first time in 16 months. With the cash rate now sitting at a record low of 2.25 per cent, there is still more speculation that it may be cut again.

The real estate market is changing... properties are selling and people are buying. There is a property buzz!

Is now the time to build your investment portfolio?

BE AWARE OF THE ATO

Keep an honest record

The ATO are constantly improving their advanced **data matching system** to seek out tax avoiders in relation to motor vehicles, investment properties, interest accumulated, dividend payments, shares, income, deposits and more.

They collect information (600 million transactions a year) from a wide range of third party sources, such as banks, financial institutions, employers, motor vehicle registration bodies, health insurers, stock-exchange and share registries.

CHANCES OF SUCCESS:

0% I WON'T

10% I CAN'T

20% I DON'T KNOW HOW

30% I WISH I COULD

40% I WANT TO

50% I THINK I MIGHT

60% I MIGHT

70% I THINK I CAN

80% I CAN

90% I AM

100% I DID



We are introducing a new schedule of services, offering from Gold Class service where we take care of everything for you though to a Bronze Class service where you are more hands on. For more detail on this and a Special offer head to our website at

www.mervsmithrealty.com.au



WE ARE FOCUSED ON MAXIMISING YOUR RENTAL INCOME
AND OPTIMISING YOUR CAPITAL GROWTH