

Newsletter – March 2017

OUR FEATURE PROPERTY FOR SALE



10/507-509 Wentworth Avenue, Toongabbie

Price Guide: \$720,000 - \$750,000

Featuring: 3 bedrooms, 2 bathrooms, double lockup garage, 2 balconies – Open plan living and dining room, leading onto private courtyard – Gas kitchen with dishwasher - Spacious internal laundry with extra toilet – Huge top floor room with ensuite ... click [here](#) for more details.

2017 LOCAL BUSINESS AWARDS - Cumberland

One Agency Jupiter Realty was selected as a Finalist for 2016 Cumberland Local Business Awards. We would like to take this opportunity to thank all our valued clients and customers who supported and nominated us for this award last year. We hope that we have been able to meet your expectations to earn your continued support and your precious vote once again for this year's award.

If you feel that our business deserves to be nominated for 2017 Cumberland Local Business Awards, then please click on the below link and cast your vote today!

<https://thebusinessawards.com.au/business/32189/OneAgency-Jupiter-Realty>

Nominations commenced online on Monday, 20th March and close on Wednesday 12th April.

We thank you in advance for your vote.

REFERRALS ARE REWARDING!

Do you have other investment properties we can manage for you? Consolidate them all under our management for consistency as well as other benefits. Switching your property management to One Agency Jupiter Realty is an easy [2-step process](#) which won't cost you a cent, and it won't affect any existing tenancy lease.

Or perhaps you know someone with investment Property seeking expert management service?

If so, please contact Pravin Pathik on 0420 969 100 or pravin@jupiterrealty.com.au. He will surely be delighted to help, and we very much appreciate your referrals.

KEEPING GOOD TENANTS

Good Tenants, like good Staff, are worth keeping. Having a high turnover can be costly and significantly reduce your return on investment. You don't want to be finding new Tenants at the end of every 6-month leasing period, so what can you do to attract and keep good Tenants that will maximise your return on investment and ensure that your property is kept in the very best condition?

The Tenant/Landlord relationship is forged at the very beginning of a Tenancy. How willing you are to respond to reasonable requests at the start of a Tenancy will impact on the Tenant's perception of you as a Landlord and this perception can impact on the way the Tenant treats the property as well as how demanding they are throughout the Tenancy. Tenant requests might range from permission to hang favourite paintings or keeping a pet at the property. Giving permission to Tenants for things that make the house feel like a home means that they are more likely to stay and feel grateful for your consideration.

There is a natural tendency for a Tenant to adopt a combative approach if they feel that their Landlord is unreasonable or uncaring. Why should they bend over backwards to look after the property of someone who is not reasonable or responsive? Conversely, can you imagine the attitude of the Tenant if, at the start of the Tenancy, the Property Manager was able to hand over a "welcome to your new home" letter or pack from the Landlord? This does not have to have a commercial value, but can include a typed list of "our favourite local restaurants", take-away menus together with some personalised messages about caring for special plants, hints on short-cuts in the neighbourhood to beat peak hour traffic, best local hairdresser, etc. Tenants are more likely to be responsive when they feel the Landlord is "human" and interested in them. This results in them being less demanding on calling for maintenance; and more willing and invested in looking after the property like it was their own.

Offering longer term leases to good Tenants is also a good idea. If your initial lease was 6-months and the Tenancy has been a good one – instead of just renewing for another 6-month period, consider offering a 12-month lease. This provides assurance to both parties and locks in the rent for a 12-month period making it a favourable option for good Tenants. Forgoing a small rent increase for the second 6-month period is often less than you would need to expend on securing another Tenant and covering a period of no rent in between Tenancies.

Good Tenants are worth keeping and nurturing – they will keep their home clean and tidy, look after your interests and be diligent about paying their rent on time. Start the relationship on the right note and reap the benefits!

THINKING OF BUYING AN INVESTMENT PROPERTY?

When considering whether to buy an investment property, many people evaluate property vs stocks as a viable option. None of us want to lose the money that we have worked very hard to accumulate and options that provide reduced risk can be very attractive. Neither stocks or property offer a completely no-risk investment guarantee although a compelling argument for property vs stocks is that property is a tangible asset and it is highly unlikely to ever lose ALL, or most of, its value. If you buy stocks in a company, and that company goes into liquidation, then you run the risk of losing your total investment. That scenario is highly unlikely with property.

Property has the added advantage of providing you an option to wait out a negative market whilst still attracting income from renting. And – if you buy a property that has appeal to a specific demographic in an upcoming area, it is an investment that will grow in value over time. Research is imperative in ensuring that your investment decision is informed and that your return on investment is secure. Aside from the usual pest and building inspections, it is also important to:

- Research the area. What is the local area demographic? The Australian Bureau of Statistics website: ww.abs.gov.au is an excellent source of information. Use the Census data and search for your particular suburb. This will provide information on the compilation of families living in the area; the type of dwellings; average weekly income and employment stats. You may also like to check with the local Council on any current or pending development applications. Some Councils provide lists of upcoming significant development applications that might have an important impact on your decision. What is the zoning of the property? If a property is in an area that is zoned for high-rise development, what is the risk to the value of your property, OR, does it make the land more valuable for resale to a developer?
- Research the property and surrounds. Visit the property at different times of the day and week. A quiet street might turn into a nightmare at school pick-up times if used as a parking area for Mother's collecting children. Can you observe the neighbours? Are there a lot of home renovations occurring in the local area? This could be a very positive sign for increasing the value of your property, or it could mean that there will be a lot of homes for sale in the short-term which could increase competition if you were looking at a quick turn-around. Remember to also check if the property is in a flood or bushfire zone as this could have a significant impact on insurance premiums and resale value.

Always remember - knowledge is power and the key for any investment decision. Do your research!

WHY CHOOSE AUTUMN TO SELL YOUR PROPERTY?

If you ask most people in Australia when the best time to sell a property is, they will usually say Spring. And – make no mistake, Spring is an excellent time to show off a property, the weather is good and the gardens look lovely. However – because there is so much consensus on this – the housing market in Spring can be a little overcrowded. It's a bit like booking a holiday to the Mediterranean in peak season – yes, it is good, but do you really want to do battle with everyone else with the same idea? Often booking a trip in the "shoulder season" reaps great benefit – and the same can be said for the housing market.

Autumn is a great time to sell property for several reasons:

- * The weather is mild and good enough to get people out of doors to view property

- * There is less competition of houses on the market
- * Property Investors often buy in Autumn and Winter thereby avoiding the peak seasons
- * People who have made a resolution to move in the New Year are often more ready to purchase after the first few months
- * Holidays over this period can be used to house-hunt and people will make use of this time off to move
- * Gardens can look particularly beautiful in Autumn – although there is a bit more upkeep involved

Make use of the beautiful Autumnal tones to add interest to your interiors and wonderful Autumn fragrances to enhance the mood of your property during Opens. Creating a warm and welcoming environment conveys homeliness and comfort which can be very engaging for buyers.

When considering a sale over this period – be aware of the Public Holidays – Anzac Day, Easter and School Holidays generally fall in Autumn months and be sure to make note of when daylight saving hours change to avoid confusion over Open times. Ensure that gardens are raked and well-presented and that any pruning is done well in advance of Opens.

Ultimately – properties sell at any time of the year so long as they are well presented and priced reasonably. Not all buyers are motivated at Spring time!

To MEET or CONTACT US

It is important to us that we are available to you when you need us. Due to the nature of our roles in Property Management, staffs are frequently with Clients and Customers, or at properties. If you would like to meet with a particular team member we recommend you contact our office via email or phone displayed on the header on first page and arrange an appointment. We find this to be the most effective way to minimise inconvenience to you. Please contact us via the same means for any repair or maintenance related enquiry, and remember to leave a voice or text message in case we happen to miss your call.

COMPLIMENTS AND COMPLAINTS

Our team at One Agency Jupiter Realty places high value on customer service. While your compliments are highly appreciated, your complaints are just as valuable to us in terms of improving our level of customer service to you. We are happy when our customers are happy. Your success is our success.

Please send your compliments and complaints to admin@jupiterrealty.com.au for our immediate attention.

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