



SOLD AT AUCTION

EARE has had another successful auction with 100% clearance rate on Wednesday 28th February 2018.

2 Hakea SOLD for
\$264,000.00

19 Pera SOLD for
\$137,000.00

Thank you to Karl Secondis the Auctioneer who again helped us achieve this result.

**CONGRATULATIONS to the
SELLERS and BUYERS!!**



QUALITY TENANTS REALLY ARE THE KEY TO SUCCESS...

A quality, long-term tenant is critical to the performance of any investment property, which is why it is important not to compromise during the application selection process. It can often be a better choice to have a vacant property for a little longer than lower your standards and end up with a troublesome tenant that could cost you money in the long-term. Outlined below are a few handy hints to help investors maximise their rental income.

1. Be selective with your tenants

In a tight rental market it can often be harder to attract quality tenants, but this does not mean you should lower your standards. It is important to always be rigorous in the screening process, which includes rental references, personal references and employment references to determine that the tenants will care for the property and maintain the rental payments.

2. Do what you can to retain existing tenants

If you have quality tenants living in your property, it is in your best interest to do what you can to retain them. Good tenants are often hard to come by. Sometimes it is worth negotiating on rent or introducing a few small incentives or tokens of appreciation to keep a good tenant. You should work with your tenant when a dispute arises to negotiate a solution that suits you both (where appropriate), rather than try to dictate terms.

3. Be realistic with your rental expectations

Often prospective tenants looking for a rental property will know exactly what properties are available in their preferred suburbs and the current market rent, which is why it is important to be realistic.

Tenants will always be motivated by the presentation, location and features of a property, but at the end of the day, if the price isn't right, they will move on, which can potentially result in high tenancy turnovers and increased wear and tear on the property.

If your long-term tenants are moving out and you know the market has tightened, be realistic about reassessing your asking rent before you advertise the property. You don't want to alienate potential tenants from the outset by pricing yourself out of the market. *Continued Over >*

QUALITY TENANTS REALLY ARE THE KEY TO SUCCESS...

4. Think with your head, not your heart

Too many investors are unable to take the emotion away from their day-to-day decision making process when it comes to their investment property and they still think with their heart, and not their heads.

That is why it is important for all investors to be objective and take a 'business-like' approach to their investment. Every decision needs to be strategic to maximise your income and optimise capital growth. You always need to look at the big picture and weigh up the pros and cons.

BUYING A TENANTED PROPERTY

If you are considering buying a tenanted property it is important that you ask the right questions such as how much is the rent, is there a bond held, how long have they been in the property for, have they been issued any breach letters/notices, how many people, pets, etc. to mitigate any ongoing potential risk.

The tenancy agreement terms are important as well. The agreement between the tenant and the current landlord are transferred to the new property owner if it is a fixed term tenancy upon settlement. A fixed term tenancy cannot be terminated prior to the end date without the consent of the tenant.

Taking on the tenants can be good or bad depending on how well the tenancy has been managed. In addition to the above questions you should also request a copy of the tenant's rental ledger to determine that rent is being paid on time, the tenancy agreement, property condition report and the bond lodgement form.

If you are considering buying an investment property, please feel welcome to speak with one of our friendly and knowledgeable property managers with any question that you may have.

DO YOU OWN ANOTHER INVESTMENT PROPERTY?

More often than not, consolidating all of your rental properties with the one agency can save you time and money. Please feel welcome to telephone our agency and speak with your property manager about how we can assist in facilitating this process on your behalf.

East Arnhem Real Estate

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(08) 8987 2209



Properties for RENT

37 Klyn - \$475 per week

Properties for SALE

10 Pera - \$250,000 Price Reduction

21 Pera - \$275,000

4 Matthew Flinders - \$320,000

Industrial properties for RENT

10 Durack - \$600 per week

Commercial properties for RENT

93 Chesterfield Circuit

2x Office Spaces

48m squared or 348m squared

Our Monthly Competition

Easter Prize for the kids

Contact EARE for a copy



Large Industrial Property, Office & Ablution Block

10 Durack Close, Nhulunbuy

A large flat block with double gates for easy access making it a great property for any business. The office has a separate room, kitchenette and ablution block.

Available soon

\$600 per Week
Land Size: 2100 m2

Hannah Fincham-Thomson
0438 898 222



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Parent/Guardian's Name: _____ Child's Name: _____
Address: _____
Contact Number: _____ Age: _____ Email Address: _____

Entries are open to anyone under the age of 12 years. The Easter competition closes at 5pm on 01/03/2018. The prizes are not transferable or redeemable for cash. The competition is not open to employees or the immediate families of employees of the agency. The judging will take place on 28/03/2018 at EARE's Triggler Close, Nhulunbuy. The winner will be notified by telephone and the results will be published in our window display, on our website and on our Facebook page. If the prize remains unclaimed, a re-judging will be conducted on 12/04/2018. Please tick here if you do not wish to receive reports on our property sales and properties rented in our area, a wide range of information on investment properties and how you can increase the value of your investment. This competition has been promoted by East Arnhem Real Estate at 6 Triggler Close, From the entire team, 'Good Luck!'

Your Pathway To Paradise
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