

**FROM OUR PROPERTY
MANAGEMENT TEAM**



We would like to wish all our dads and father figures a very special Father's Day. We hope you enjoy time with your family, friends and loved ones.

Retirement Planning



Have you considered how much money you will need when you retire?

Take the time to sit down and work out your expenses... it may surprise you how much you really need.

Don't leave it to the last minute! The more time you give to plan for your retirement, the less stressful it can be.

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.pppsystem.com

We don't want single mothers, children or sharers!

When speaking with landlords we are sometimes asked not to rent the property to single mothers, children or sharers; and instead choose professional working couples or the elderly.

As your property manager we respect that you are the owner of the property and your priority is to have the property well cared for with rent paid on time. However, it is important to be aware that under State and Federal laws a real estate agent is prohibited from taking discriminatory direction from a landlord.

An agent and a landlord are both legally liable if a complaint is made, which can result in a claim being brought before the courts with compensation awarded to a prospective tenant.

By law you cannot discriminate against: colour or race, the unemployed, children, sexuality or religion, and the list goes on...

As your managing agent, you can be assured that we do have your best interests at the forefront of our actions. However, we must be careful as to the reasons why we decline tenant applications.

From our experience we have learnt that it is not the status of a person that determines if they are a quality tenant, but the references they supply. We have had many single mothers and families with children that have been exceptional tenants. We have also had elderly tenants and working professionals who have left properties in a poor state with rent owing.



We are very hard to please during the tenant-selection process and will only choose tenants who we feel will care for the property and be able to afford the rent.

If you have any concerns about the tenant-selection process, please feel welcome to contact our office.

P.T.O. >

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The **SECRET** that every self-made millionaire knows...

If you speak to most self-made millionaires or read about the top 100 millionaires you will hear or read much the same thing.



They invested in property!

Many will tell you that it is during downturns that the best opportunities arise. Real estate has long been recognised as a solid investment, and the current market offers some of the best buying opportunities that we have experienced since the 1990s.

If you are serious about upgrading your home, then do it now. If you wait too long, the opportunity may be lost.■

What is the difference between the terms median & average?



When reading stats, facts and data about real estate, whether it be the sale price or rent, it is important to know what the information means.

Median price is the mid-range value of all sale/rental prices achieved in a certain area over a given period. The average is the total value of those sales/rents divided by the actual number of sales/rents. The figure is only indicative of the past history for an area.■



Putting more money in your bank account

Did you know that the average investors are working families?

The Australian Government is helping with the cost of educating children with an Education Tax Refund. From 1 July, 2011 this will now include school uniforms, hats, footwear and sports uniforms approved by the school.

The Education Tax Refund provides up to 50% back on a range of education expenses such as:

- Paper-based learning materials
- Stationery
- Exercise Books
- Printers
- Laptops & Desktop Computers
- Educational Software
- Reference Books

Just to name a few...

To find out what you can claim in more detail speak to your accountant or visit the website Australia.gov.au/educationtaxrefund

And remember to keep all your receipts for tax time.■

Properties Recently Rented!

Keeping you updated on the local rental market

12 Burra Place Greystanes
114 Jersey Rd Sth Wentworthville
129a Beresford Rd Greystanes

150a Braeside Road Greystanes
30 Toohey Ave Westmead
13 Thomas St Merrylands
30 Doig Street Constitution Hill
81 Boundary Street Parramatta
23 Favell Street Toongabbie

Properties Recently **SOLD**

Keeping you updated on the local sales market

48 Hadrian Avenue Guildford
61 Girraween Road Girraween
117 Beresford rd Greystanes
14/23 Blaxcell Street Granville
5 Fairview Street Guildford

NEWS Flash!

Property Manager at the Greystanes office Gayle Nast has left our company to join her husband working in Papua New Guinea. Gayle will be missed by all and we wish her all the best for her new adventure.

We are pleased however to announce the appointment of Dianne Jackson as Gayle's replacement. Dianne comes to our company with over 6 years Property Management experience. I am sure you will help us welcome Dianne on the team.