

*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**



**End of Financial Year  
Tax Time!**

If you have not had an opportunity to prepare for tax time we recommend that you take the time to review your monthly rental statements to ensure that you understand the transactions and that they are correct. It is also important that you retain all copies of the invoices for work undertaken at the property.

To maximise your tax return we strongly recommend that you engage a professional accountant.

**Inspirational Tip**

*Give to others that which you are lacking or are wanting to receive.*

**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](http://www.ppmssystem.com)

# Property Investors are in a strong position to profit!

Pick up any newspaper or watch the news and you can be sure that there will be an article, feature story, comment, opinion or statistical facts about the real estate market.

While each State and suburb will have slightly differing market conditions, there are some constant market factors that are apparent:

- Rents are up
- Sale prices are down
- The number of sales being generated are down
- There are fewer first home buyers entering the market
- Finance is harder to obtain, and loan approvals are down
- Buyers are negotiating hard on the price when buying property
- Properties are taking longer to sell
- The economy is tight and the cost of living is rising
- People are under financial pressure
- Affordable 'rental' housing is in demand

As a result of these market conditions, property owners who are not forced to sell in this adverse market are holding onto their investment properties or renting them to tenants. Which means that many of the properties that are for sale are by property owners who are wanting to reduce their stress or are forced to sell.

The state of the economy and the tight financial position of many people and families, also leads towards an increase in the demand of 'affordable' housing – properties which are priced in the mid to lower range.

Unfortunately, in markets like these there are those who will be negatively affected financially and those who will prosper.

If you have been part of the property investment cycle for many years you will agree that if you can retain your property for long enough, you will always benefit from a rise in your capital investment in the long term.

So the question is...

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Are you in a position to profit from the current market conditions?

If you have equity in your property and are not under financial stress **NOW IS THE TIME TO BUY!**

There are many stories of buyers snapping up bargains.

If you would like to discuss expanding your property portfolio, please feel welcome to contact one of our team members. ■

## Retaining Control with Maintenance & Repair Requests



Our role as your managing agent is to ensure that we are maximising your income (by carefully monitoring rental payments) as well as optimising long-term capital growth (by caring about the upkeep of your property).

When one of our team members undertakes an inspection at your property or a tenant contacts our office requesting maintenance, it is important to act promptly (depending on the request).

If requested maintenance is not undertaken within a timely manner the tenant can be given control of actioning the work (if it is considered an urgent repair).

The tenant can also seek mediation to ensure that the property is maintained in a fit and safe state of repair.

Promptly actioning maintenance requests:

- Shows the tenant that you care

- Reduces the possibility of a liability claim if there is an injury
- Increases the possibility of a rental increase

If a team member suggests that maintenance is required at your property we ask that you act promptly so you retain control. ■

## Property Inspection Audit

We are currently in the process of auditing our routine inspection records to ensure that each property owner has received a written report.

If you have not received a routine inspection report in six months, please contact our office. ■

## Hot Properties for Sale



8/59-61 Ettalong Road, Greystanes

11 Mardi Street, Girraween

32 Oldfield Street, Greystanes

232 Blacktown Road, Blacktown

59 Cooma Road, Greystanes

## Properties Recently Rented!

Keeping you updated on the local rental market

### HOUSES

158 Whalans Road, Greystanes  
59 Beresford Road, Greystanes  
814 Merrylands Road, Greystanes  
29 Eldridge Road, Greystanes  
8 Colo Place, Greystanes  
1 Mountford Place, Greystanes

### UNITS

3/29 Cumberland Road, Greystanes

## Properties Recently

**SOLD**

Keeping you updated on the local sales market

658 Merrylands Road, Greystanes

722 Merrylands Road, Greystanes

9 Cardigan Street, Guildford

15 Munro Street, Greystanes



## A SPECIAL THANK YOU!!!!

**TracyRoberts Real Estate** owners, Tracy and Robert McIntyre would like to express their sincere thank you and gratitude to all their family, friends, colleagues, customers and clients who recently voted them Real Estate Agents of the Year for 2011 in the recent Holroyd Business Awards. We are all very proud of our achievements.