

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**

SEASON'S GREETINGS



May your holidays be happy days filled with love, laughter, family and friends.

May each day bring you joy and prosperity in the year that follows.

CHRISTMAS OFFICE HOURS

We would like to take this opportunity to let you know that our office will be closed from 4.30pm Friday 23rd December 2011

Reopening

9.00am Tuesday 3rd January 2012

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**

Ten Top Secrets to Property Investing

Are you interested to know the strategies of those who are investing in property successfully?

Celebrity millionaires such as Donald Trump, Jennifer Aniston, Kylie Minogue and Brangelina do it to grow their wealth.

The good news is you don't have to be a millionaire to be a successful investor, says property expert Chris Gray from the hit TV show 'Renovators'.

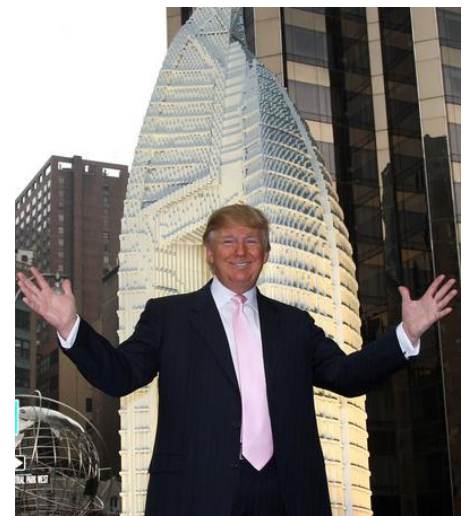
Chris reveals the property investing strategies that got the millionaires to where they are now. They are strategies that anyone can follow.

Chris's mix of clients include high-net worth and aspiring high-net worth individuals who see the current market as the **perfect buyer's market** and are taking action.

A seasoned property investor and buyers' agent, Chris buys and renovates dozens of properties every year. *"Many ordinary people, on the other hand, find it difficult to make it past their first or second investment property, or to even start investing, because they don't know how to continue the process,"* he says.

"The investment strategies used by the millionaires are not just practical things you can do, but the mindset you should have."

Anyone can make serious money from property if they follow a few key strategies, stick to their decisions and stay focussed.



Buy, Don't Sell – Buy quality property in a blue-chip area and, where possible, never sell. Once you have one appreciating asset you can build up equity, which you use to purchase your next property.

Continued Over >

IN THIS ISSUE

- Ten Secrets to Property Investing
- Selling your Rental Property
- Christmas Saving Tips



Buy blue chip – It's worth paying market value for a better property in a top suburb than it is to get a lower price for a property no-one else really wants. The better performing suburbs are often the best suburbs from decade to decade.

It's time in the market, not timing the market that counts – Don't try to be a millionaire overnight. The real secret to wealth is compounding your investments. Aim for consistency.

Go against the grain – Do opposite to what everyone else is doing. Buy when everyone sells; sell when they buy. Don't listen to negative people telling you you're doing it wrong.

Don't fear the gear – It's perceived that debt is dangerous. Property debt can increase your return and get the return faster. Know how much debt you are comfortable with.

Be passionate about your investments – Believe in your investments. It will feed your drive and keep you focused.

Be driven – Drive enables you to take risks that very few others would make and get to where you want to be faster. Constantly focus on the results of your investments

Keep refinancing – Keep tapping into the equity in your properties to buy more properties... and maybe a few luxury items along the way.

Stick to your strategy – Work out what works for you. Once you develop a strategy, stick to it.

Don't retire on property rents – Most people think you've got to pay property off as quickly as possible and retire on rents. But often it's the capital growth that makes the real money. ■

Selling your rental property

Are you thinking about selling your rental property or would you like to know the current market value?

When selling your rental property it is important to carefully manage the communication process with the tenants to ensure that they work with you to assist in selling the property.

Engaging your managing agent to sell the property will ensure that the sale and rental management process can be carefully managed to ensure a successful sale result.

Call our office today for a complimentary, no obligation sale appraisal.

☎ 9631 3544 Greystanes
9631 3566 Wentworthville

Christmas saving tips



- Write a list of the people you'd like to buy for and put a price limit next to each name. If it adds up to too much, review the limits you set.
- Consider a 'Kris Kringle' arrangement where each member in your group agrees to draw a name out of a hat and only buys a present for that person. Don't forget to set a price limit so that no one goes overboard.
- Forgo gifts altogether and do something special as a group instead, such as a dinner or picnic get-together.
- Buy presents just for the kids, not the adults.
- If there are any friends and family you won't see until the

new year, hold off on buying presents until the January sales.

- Shop with a list – otherwise you might end up blowing your budget out of sheer desperation or going home with nothing.
- Start a Christmas fund at the beginning of the year. Even if you put just \$20 a week aside, by Christmas you should have about \$1000! ■

Properties Recently Rented!

Keeping you updated on the local rental market

HOUSES

34 Munro St Greystanes
872 Merrylands Rd Greystanes
39 Graham St Greystanes
658 Merrylands Rd Greystanes
14 Mount St Wentworthville
131 Fullagar Rd Wentworthville
40a Lindsay St Wentworthville
9 Talara St Pemulwuy
59 Cooma Rd Greystanes
44 Dawn St Greystanes
2 Nymbodia St Greystanes
15 Daisy St Greystanes
8 Cumberland St Blacktown

Properties Recently **SOLD**

Keeping you updated on the local sales market

78a Whalans Rd Greystanes
1/42 Wyena Rd Pendle Hill
10 Grevillea Cres Greystanes
1 Poppy Pl Greystanes

Internal Office News

We would like to take this opportunity to remind our Landlords the time for water efficiency measures to be in place is fast running out. If you are able to charge your tenants water usage you have until the 31.12.11 to ensure your property is compliant with the NSW Tenancy Legislation. If you are not sure please contact our office.