

PROPERTY NEWS

Ideas to help you when you're Buying or Selling

QUEENSLAND OFFERS GREAT RETURNS FOR PEOPLE SELLING PROPERTY

If you are thinking of selling a home in Queensland, the coming months could prove profitable as buyers from New South Wales and Victoria head north to soak up the sunshine and lifestyle most of us take for granted!

In the recent months there has been talk of a slowing of property sales in the Queensland market. If you were to take these reports literally, you would think no one was buying property in our area.

This picture couldn't be further from the truth – what most negative commentators don't take into account is that even though New South Wales recently scrapped its "Vendor Tax", Queensland still remains the most investment-friendly States.

"The fact is, Queensland, which always has been a low tax state, still presents fewer investment property tax imposts than buying in NSW," commented REIQ Managing Director, Don McKenzie.

"The huge gap between NSW's high stamp duty and land tax schedules and Queensland's is testament enough to the value of investing in Queensland property."

"Couple that with the fact that our State's continued economic and

population growth is resulting in further capital gains in many areas across Queensland, no one can claim that it's better to invest in NSW property," said Don McKenzie.

Combine this with an affordable lifestyle, that attracts buyers escaping the colder climate for the sundrenched weather that is on tap 365 days a year, Queensland proves a popular attraction for property investors looking to extend their buying dollar!

Now is the time to prepare your property for sale as the coming months before and after the end of the year presents a whole cavalcade of buyers travelling to Queensland from interstate and overseas.

Two steps to help you sell:

Step One – List your property with an agent that can demonstrate to you a consistent sales track record over the last six months.

Step Two – As the market is constantly changing, listen to the agent that you have appointed to sell your home - if they feel the price of your property needs to be adjusted, because of changing market conditions, take action quickly!



**Queensland still
extremely popular
with buyers!**

In this Issue of Property News:

- **Pool barriers – the owner's rights**
- **Does your agent have the contacts**
- **Preparing your Rental Property**

Brought to you by



Gabe Daly Real Estate

07 3847 1288

A letter from the Editor

Dear Reader,

Professionals Gabe Daly Real Estate is excited to bring you the latest issue of our newsletter.

We hope this newsletter will help you with buying or selling your next property. As a registered agent for some fourteen years I enjoy sharing my knowledge and experience of the real estate industry.

In this newsletter we are able only to outline the basics of each concept discussed. That is why we welcome the opportunity to meet with you, so that we can more clearly impart our local knowledge and experience by way of assistance.

Please don't hesitate to contact us at anytime at our centrally located office on (07) 3847 1288.

Yours faithfully,



Richard Tiainen - Principal
JP (Com dec) B.Bus.



956 Logan Road
HOLLAND PARK QLD 4121

phone: (07) 3847 1288

fax: (07) 3847 2219

email:

hollandpark@professionals.com.au

website: www.gabedaly.com.au

Disclaimer: This newsletter is not to be treated as advice! Neither Richard Tiainen, Professionals Gabe Daly Real Estate nor Newsletter House Pty Ltd accept any form of liability, be it contractual, tortious or otherwise, for the contents of this newsletter or for any consequences arising from its use or any reliance placed upon it. The information, opinions and advice contained in this newsletter are of a general nature only may not relate to or be relevant to your particular circumstances. There are many issues involved with buying and selling real estate so it is important that you get specific advice prior to making any decisions on your next real estate transaction.

POOL BARRIER SAFETY

How safe is your pool?

It's the owner's responsibility

During the past year, 265 Australians lost their lives in drowning related incidents, according to the Royal Life Saving Society Australia's 2006 National Drowning Report released at Parliament House Canberra recently.

There were 37 deaths in the 0-4 year age group – a four per cent increase on the five year average – with the majority drowning in backyard swimming pools and bathtubs.

Many more children suffer brain damage and other serious injuries as a result of near-drowning experiences.

In the interests of safety, local and State Governments in Australia enforce strict legislation requiring that all pools deeper than 300mm have correct child proof fencing, with heavy fines for non-compliance.

Whether you have a pool or not, acquired a property with a pool, or are building a pool on your property, it is your responsibility to ensure it is safe for everyone.



While regulations vary depending on when and where your pool was installed, it is essential that you ensure that your fencing complies. Your local council can tell you when your pool was built and what legislation applies to you.

For more information, visit www.poolsafety.com.au but remember that even the sturdiest fencing is no substitute for constant supervision of children in and around your swimming pool.

Pool Barrier Safety Checklist

The following checklist includes some of the legal requirements you will need to fulfil:

- Your pool fence should be at least 1.2m high all around and in good repair;
- The gap between the bottom of the fence and the ground must not exceed 10cm;
- All palings (whether vertical or horizontal) must be less than 10cms apart;
- Any horizontal rails that could assist climbing should be on the pool side of the fence and if on the outside must be at least 900mm apart;
- Walls forming part of the pool barrier must have child-resistant doors and windows;
- The pool gate must open outwards and close and latch itself;
- The gate release mechanism must be 1.5m above the ground or located inside the gate at 1.2m and covered by an approved shield;
- The fence must be clear of trees, rocks, barbecues, deckchairs or any other object that could help a child climb over it;
- Your clothes line, barbecue or similar objects which are not directly related to the swimming pool should be outside the pool fence to avoid having the gate accidentally left open;
- You must display a resuscitation sign in the pool area.

Does your agent have the contacts?

In this report, we examine several points you need to consider to see if your agent has an active database of potential buyers

You are about to hand over the sale of your home to an agent, but what if they don't have a ready supply of buyers? How do you judge whether an agent has the contacts that can make a sale possible in the shortest period of time?

Due to the recent boom years in real estate, when selling a home was easy, a number of agents opened for business who did not have the experience of operating in a boom or bust cycle.

Anybody can sell real estate when prices are going up each week. It is when the market softens that you need to employ a local agent who has consistently sold year in year out no matter what the prevailing market conditions were.

Now that the market has softened a little, inexperienced agents don't have the appropriate networks needed to sell when times are a little tougher.

It is one thing to have a high-tech looking web site, plus an office that makes the passing trade think the agency is successful - it is another thing to have the runs on the board.

If you've been reading Property News, you'll have noticed a consistent set of stories each issue demonstrating regular sales success in our local area.

With the average homeowner purchasing once every seven years, a satisfied customer, in most cases will return to use the services of the agent that helped them successfully buy a property last time.

In real estate, a long-term relationship between both buyer and agent means a great deal to a vendor hoping to sell.

An agent with an established reputation, has the confidence of the buyer. For example, imagine for one moment that the buyer has told the agent that they want property that is in no need of renovation.

Most people, with little real estate sales experience, would take what the buyer says at face value to be the gospel truth.

But with the advantage of hindsight, the agent knowing the buyer so well, may point the buyer in the direction of a property that needs renovating. Knowing full well, that if they can convince the buyer on the advantages of the property, all of a sudden the property that needs renovating may now appear extremely attractive.

You must remember that what a buyer says they must have, can be quite different to what they end up with!



This is why it is so important that you appoint a selling agent with an established network of clients. Having sold them once, if they feel your property will meet the buyer's criteria, a sale can happen extremely quickly.

Successful agents always try to match properties to purchasers before taking them to look at properties on their books. If they don't have a long list of clients the sales process can be extremely slow.

If you need to sell quickly, this could cost you money, you can't afford to spend, while they search for that elusive buyer.

History clearly shows that serious buyers have usually contacted the more established agents in the hope of finding the right property.

If you decide to have your property listed by a less established agent, without a good network in place, you may save a little money on the cheaper commission they offer, but you may have to wait some weeks, if not months, as they go in search of the buyer who is not on their books.

Plus, it is good to have an agent negotiating on your behalf who has already had the experience of selling to the buyer in the past!

Take the hassle out of selling or renting your property

Before you sign with the first real estate agent you meet telephone (07) 3847 1288 to get a second opinion



**Professionals**
Grabe Daly Real Estate

How can you get a better return on your investment property without losing a valued tenant?

7 steps to improving on your investment



You have worked hard to have your own investment property, but how do you increase your return on your investment while maintaining a happy relationship with a valued tenant?

In this article we are going to examine a number of steps that will help you get the most out of your investment property.

Please note that some of the suggestions in this article may not relate to your situation!

We strongly suggest that before acting upon the information provided in this article, you speak with one of our Property Managers as well as seeking guidance from your accountant or financial adviser.

We will be only giving brief mention to each idea and do not have the space to evaluate an idea in any depth, so please call one of our property managers for further clarification if you wish to know how these points may relate to you..

1. Increasing the rent

Depending on how long it has been since you last raised the rent, if market conditions have changed in your favour it may be worth while having one of our property managers reassess the amount of rent you charge your tenants. But in saying that, be careful as you don't want to raise the rent to the point that you finish up with a reliable tenant looking to rent somewhere else.

2. Add a fresh coat of paint to your investment property.

Like many of us, our surroundings can make us feel good or bad about the place we live in.

For the sake of a quick paint job you can save yourself the hassle of having to find a new tenant, because your old tenant found themselves a more attractive property to rent.

Like most things in life, it's the little touches that often make the most difference.

3. New Carpets and floor coverings.

Its amazing the number of times a prospective tenant has been turned off from renting a property as soon as they see that the carpet is worn out.

New carpet is considered depreciable plant, but remember to choose a neutral colour that will match most furnishings.

4. Outside appearance is just as important to creating a good first impression.

A clean and tidy entrance way, a tidy garden and a mowed lawn are just as important in creating a good first impression as a new coat of paint is inside your property.

5. Fix up things that are broken.

One couple looking at renting a large apartment which offered among other things a spa bath, immediately

changed their positive thoughts about the apartment when they found out the spa bath hadn't worked for the last six months. If you advertise extras like a spa bath - they must work.

6. Maximise your tax deductions.

With the tax laws changing on a yearly basis, it is worthwhile speaking to a tax specialist who deals with property investment. Plus, you can speak with our property managers who can give you the benefit of their understanding.

7. Common deductions you can claim immediately:

- advertising for tenants
- bank charges
- body corporate fees
- cost of repairs
- cleaning expenses
- council rates
- land tax
- insurance
- legal charges

As with any investment, each persons circumstances can demand a different approach. Which is why our team of highly trained property specialists are available to assist you on a regular basis to help you get the best return on your investment property.

Please phone us today if you would like some help!

Property Investors - Do you want.....



Skilful Representation:

Knowledge of market and legislation



To Optimise Capital Growth:

Regular routine inspections



To Protect & Maximise Income:

Implementing regular rent increases
Prompt negotiation of new tenancies



To Minimise Hassles:

Peace of Mind!

If so you need the expertise of

Professionals Gabe Daly Real Estate

You Need Our Property Management Team!

Call Now **3847 1288** for

First Class Property Management

Mediterranean

FLAMES

cafe

*Eat in or
takeaway*

◆ *Kebabs*

◆ *Light Meals*

◆ *Burgers*

◆ *And much more...*

Trading from Monday to Saturday
(Closed Sundays & Public Holidays)

982 Logan Rd, Holland Park

Phone 3847 1455