



SELLING YOUR INVESTMENT PROPERTY

Our focus at Solutions Property Management has always been to provide a professional property management service to investors.

In response to feedback from our clients, we are excited to announce that we are now able to handle property sales.

Phillip Murray, experienced and successful sales agent, has joined our team as Sales Manager. He can assist not only with selling your property, but also by providing appraisals and information on the market.



There are many agents who can sell your property, but only a select few have a good understanding of the tenancy laws. This is vital to you the owner because if your tenant feels unfairly treated, they can disrupt the sales process by hindering access or presenting the property in an unsatisfactory manner.

Phillip's background as a sales principal managing his own property management department means that he understands how to deal with the sale of tenanted properties. Phillip's friendly and professional manner puts tenants at ease which allows a good flow of communication between all parties.

You can contact Phillip at the office or by calling 0412 729 931 or emailing phillip@solutionsproperty.com.au.

SOME FACTS TO CONSIDER BEFORE PUTTING YOUR TENANTED PROPERTY ON THE MARKET:

Fixed-term leases

The General Tenancy Agreement (Lease) is a legally binding contract which overrides all other contracts covering the property. Even if the ownership of the property changes, the Lease remains in place. Therefore, be wary of the sales agent who claims that a Lease can be easily broken when a property is sold. This sort of bad advice can cause you significant financial hardship and loss.

Lease began less than 2 months ago:

If you put your property on the market within the first 2 months of a lease, the tenant is permitted to end the lease and vacate with only 2 weeks' notice.

Lease is due for renewal soon

A tenant may decide to vacate at the end of the lease because the sale process is too disruptive and they desire more stability. It may then be difficult to attract a new tenant when the property is on the sale market, and we would advise you to leave it vacant to facilitate a quicker sale.

Periodic Leases

These are leases with no fixed end date, which is often a good alternative to a fixed-term lease when your property is for sale. This is because you can give the tenants 4 weeks' notice to leave upon the signing of a contract of sale.

HOWEVER, the risk is that the tenant only needs to give 2 weeks' notice to leave at any time.

For more information feel free to contact your property manager.

MAY LEASING REPORT

Of the 153 tenancy applications that we received in May, more than half did not meet our selection criteria and were declined due to poor rental history or low affordability.

It is important to remain strong with our selection criteria. Owners with properties that remain vacant for an extended period are tempted to bend the rules and allow a sub-standard applicant into their property in the hope that they will 'do the right thing'.

Our experience has shown, however, that this situation seldom works out for the owners who must then deal with issues such as damages to the property or late rental payments. This can cost the owner so much more than a few extra weeks of vacancy.

For this reason, poor applications are not even presented to our owner clients, because it is our job to qualify applicants and only present the ones whom we think would be good candidates for the property.

If a property continues to attract poor-quality applicants, rather than lower our standards, we suggest to our owner clients to adjust the rental price. Even a small \$10 difference will cast the net to a wider market, typically resulting in fresh new enquiries and applications of a better quality.

Because it's not just about securing 'any' tenant, it's about securing a GOOD tenant who will look after your property and pay the rent on time.

NORTHSIDE: 11 PROPERTIES LEASED
SOUTHSIDE: 14 PROPERTIES LEASED
OFFICE VACANCY RATE: 0.80 %



CHANGING OF THE GUARD AT THE FRONT DESK

We are pleased to announce that Lisa, who has been our receptionist for the past year, has now moved to our newly-formed sales department.

Lisa has extensive experience in real estate sales, and spent several years as personal assistant to one of the leading sales agents in the area.

Lisa is now assisting Phillip our Sales Manager with administrative tasks to ensure that our clients continue to experience a seamless service when they decide to sell their properties with us.

Taking Lisa's place at reception is Jasmine, who joined us in April.

Boasting experience in administration which includes area trainer for a large real estate franchise, Jasmine has taken to the role in record time and is providing efficient 5-star service to our clients.



Lisa



Jasmine

JUNE DISBURSEMENTS

WED 6TH

WED 13TH

WED 20TH

WED 27TH

FRI 29TH

Special Disbursement & EOFY



EOFY

This year, we will perform a special End of Month disbursement on Friday 29th June.

This will also be End of Financial Year accounting.

Therefore, you will receive your end of month and EOFY statement on the same day.