



SELLING YOUR INVESTMENT PROPERTY ?

Why your choice of Agent is critical

Solutions Property Management Sales Division has assisted hundreds of our owner clients to market and sell their properties, and has achieved record sales in both sales volume and prices achieved.

We credit our success to a number of factors, the first being that our office exclusively markets properties that we manage. This gives us the advantage of already having a strong relationship with the tenants which cannot be underestimated in achieving a successful result.

Our experience and understanding in selling tenanted properties, which carry unique challenges, is what sets us apart from a typically sales-focussed agency whose staff may not be adequately trained in tenancy legislation. We have seen several cases where an outside agent has put a property under contract without having regard for the tenancy and laws that protect them, causing the sellers thousands in crashed contracts or compensation to the buyers.

We are currently in a very active and booming sales market for the most part driven by owner occupiers who are usually at the limit of their loan servicing ability. This group of buyers are driven to get into the market and are prepared to accept properties that need some upgrading with the plan to upgrade later.

This is in contrast to investors who want a property that will give them the best possible return and are usually prepared to undertake some upgrading to achieve this.

In both cases, in the current market with constantly increasing house prices, there is usually little room for price negotiation and most of our sales currently involve multiple offers, creating what is the ideal sellers' market.

Adapting our marketing strategies to suit the market and individual property is critical to achieve the best price outcome for the seller.

If you are considering selling your property or simply would like to know its current value, I would be pleased supply you with an obligation-free current market appraisal.

Furthermore, if you would like to discuss any aspect of our local market or the selling process, please contact me for a chat via my details below.

Wishing you all a very happy holiday season and a prosperous 2022.



**Lisa Pringle - Senior Sales Consultant
Solutions Property Management**

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2021 LEASING REPORT

In a tumultuous year of change, the Queensland rental market can be characterised by one over-riding factor: record low vacancy rates.

From Brisbane to the outer suburbs to regional areas, vacancy rates are dipping below 1% and not showing any signs of increasing any time soon.

Our agency vacancy rate over the past few months has stabilised at 0.1%-0.2% which is 1-2 properties per one thousand.

To quote a much-used word in recent times - **unprecedented**.

NEW SMOKE ALARM LAWS TAKE EFFECT ON 1 JAN 2022

We are pleased to announce that 93% of our managed properties have now been upgraded, with the remaining 7% due to be upgraded soon.

NOTE: If your rental property is not 2022 Compliant by Jan 1st, you will not be able to renew or sign a new lease, placing your rental income at risk.

IS YOUR PROPERTY READY???

<https://www.qfes.qld.gov.au/prepare/fire/smoke-alarms>

Christmas Trading Hours

We would like to advise that our office will remain trading throughout the Christmas break, except on public holidays (see right).

As many of our team members will be taking a break over the Christmas/New Year period, we will be operating on reduced staffing levels. Therefore, if you have an urgent matter to discuss with your property manager please contact us in the weeks before Christmas.

We wish you a happy and safe Christmas season!



IMPORTANT DATES

DECEMBER

DISBURSEMENTS

Wed 1st Dec
Wed 8th Dec
Wed 15th Dec
Wed 22nd Dec
Wed 29th Dec

STATEMENT

Tues 4th Jan

JANUARY

DISBURSEMENTS

Wed 5th Jan
Wed 12th Jan
Wed 19th Jan
Tues 25th Jan

STATEMENT

Tues 1st Feb

OFFICE HOLIDAYS

Christmas Day
Mon 27th Dec

Boxing Day
Tues 28th Dec

New Year's Day
Mon 3rd Jan

Australia Day
Wed 26th Jan