

How can you get a better return on your rental property?

Over the next two issues of Property News we will explore a series of steps you can take, that may help you increase the return you get from your rental property.

Please note, as everybody's situation is different we suggest these steps purely as a guide and would advise you seek professional advice before proceeding with any of the suggestions outlined.

Don't forget our friendly Property Management team members are on call to discuss any of the the ideas suggested here or for any other assistance.

Keep a long-term tenant happy

Should your tenant request a certain item in the property to be repaired, as the landlord, you should be aware that Section 103 of the Residential Tenancies Act states that it is the lessor's obligation to ensure that the premises and inclusions are maintained in good repair throughout the tenancy. By definition, whatever inclusions were in the house when the tenant moved in must remain in good working order for the duration of the tenancy.

In most cases, the items a tenant might request, will usually add value to the property. In the long term, it pays to give a little to ensure your tenant remains a happy customer.



What items are worth upgrading?

Air-conditioning - in the summer months record temperatures can make living in some properties unbearable. Installing an air-conditioner will certainly add value to your property as well as increase rental demand.

Carpets - most tenants will take great pride in where they live. Torn or dirty carpets can see an excellent tenant walk away from renting your property.

In your next issue of Property News we will provide you a checklist of items that may be worth improving to help increase your rental return!

FREE LOCAL MARKET UPDATE

We live in a changing world and it pays to be as well prepared as possible when it comes to buying or selling property. To assist you in your preparation, we have produced a simple report giving you our thoughts on the local market.

Whether you are moving to the area for the first time, or simply moving up the street, it is our hope that this FREE report will allow us to share our thoughts on the year ahead.

Like everything we do, we believe in making an investment in our people and so it is the same when it comes to helping our valued clients.

To get your FREE report, simply telephone our office and register for your own copy. Your name and address details will be kept private and will not be sold to another organisation.

The report is a FREE service and you can reserve your copy by calling our office today!

PROPERTY NEWS

REALTY 1 THE GAP - ISSUE ONE

Ideas to help you when you're Buying or Selling

THE GAP ATTRACTS PROPERTY BUYERS HEADING NORTH

In this Special Report, we speak with a Port Macquarie couple who have made the move to The Gap. If you are planning to sell in the near future, our report will reveal why buyers are finding our local area an attractive place to call home



Is now the time to sell in The Gap? According to the constant enquiry our office receives from buyers heading North; this may well be the time to sell your property.

Take for example Ross and Silvyia. This couple was attracted to Brisbane by the trendy lifestyle the city offers. After relocating from Port Macquarie last year, they purchased a lovely two storey family home from Realty 1 The Gap

How are they finding their new Brisbane lifestyle?

"From all reports, Ross and Silvyia love The Gap and believe it's a fantastic suburb to invest in, especially as the

area tends to be undervalued," says company Principal Tina McClelland.

"It misses out on the 'boom suburbs' predications, so it doesn't get the high and low fluctuations, but tends to grow steadily throughout the year."

"Ross and Silvyia have had many Southern visitors who find Brisbane very impressive, and have indicated a desire to follow in their footsteps."

Ross is employed by the "Hear Now" telecommunications - 0414 562 277. Realty 1 has often made use of Ross' business solutions and his mobile phone service is second to none. Likewise, having experienced

Realty 1 service for himself, Ross is enthusiastic to recommend Tina and her staff to his family and friends.

What should you do if you are having difficulty selling your home?

Principal, Tina McClelland says, "If this is the case, you should take immediate action. Our office is finding well priced homes are generating great demand."

"Realty 1 is more than happy to help. The current market in The Gap makes for a great time to sell. Our office offers a free appraisal service, so please give us a call today."

Take the hassle out of renting your investment property



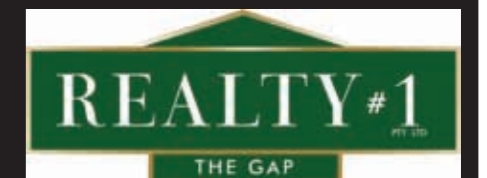
If you would like to rent your property please call our property management team on (07) 3300 0911 and rest easy in the knowledge that our Realty 1 team of property professionals will look after you!



FREE

SEE PAGE 4 FOR DETAILS ON HOW TO GET YOUR OWN COPY

LOCAL MARKET UPDATE



(07) 3300 0911

A letter from the Editor

Dear Reader,

Realty 1 Pty Ltd is excited to bring you our first newsletter.

We hope that this newsletter will help as you plan your next move when buying or selling real estate.

In the space available, we are only able to take you through the basics of each concept.

We are happy to meet with you to impart our local knowledge and experience to assist you.

Please do not hesitate to call us anytime at our centrally located office in The Gap on (07) 3300 0911.

Yours faithfully,



Tina McClelland
Principal



Shop 2/978 Waterworks Road
THE GAP QLD 4061

phone: (07) 3300 0911

fax: (07) 3300 0922

email: info@realty1thegap.com.au

website: www.realty1thegap.com.au

Disclaimer: This newsletter is not to be treated as advice! Neither Tina McClelland, Realty 1 The Gap, 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 and 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.

2006 Property Planning Checklist Selling

To help you get a head start with planning your next move, over the next two months we are going to provide you with a set of two checklists that will hopefully point you in the right direction! The first checklist will help you plan the sale of your home.



Make sure your lawns are mowed and the gardens are presented at their best. Buyers don't want to look at your property thinking this needs a lot of work.



Ensure the entrance way is inviting. A nicely painted door and a clean entry adds to the first impression you are trying to create.



Add a coat of paint where necessary. Clean or re-paint the walls, ceilings, skirtings and doors. A clean and freshly painted home invites people in!



Clean the entire home. Start from the windows and work your way through. Create a gleaming presentation!



Have the carpets professionally cleaned.

Clear away clutter. Buyers like the feeling that there is room to move and over packed rooms can appear cramped.

Make sure your home is tidy. Ensure there are no dishes lying around to be washed, make the bed and make sure the bathroom looks its best.

Fresh flowers and a couple of colourful magazines on the coffee table invite you to sit down and relax. Don't go over the top with strong incense or perfume as some people may have a hay fever attack.

Leave on bedside lamps to add warmth. In summer, leave the air conditioner on. In winter, turn on the heater or light the fire.

Repeat visits require extra effort. Buyers who are interested in your home are always more critical on repeat visits, so make sure the place is just as well presented the second time around!



How do you know if it is now the time to sell your property? With market opinion constantly changing, we examine recent sales in The Gap area and identify some issues to help you plan your next move.

Our sales team has seen a revival in selling activity and 2006 is looking good for the property market. Over the past few months, our sales team has successfully sold a number of properties at contract prices above owner's expectations.

What type of properties are people looking to buy in our local area?

Properties we have recently sold

in The Gap have been well presented and offered excellent locations for the growing family. Location has always been a key factor when it comes to selling a property. The Gap is located close to all modern amenities and also offers a leafy eco-friendly lifestyle.

If you are selling a home in The Gap, what should your asking price be?

It is always worthwhile to take your agents advice when it comes to pricing. We are not in a boom market anymore and your agent will keep you up-to-date with regular feedback on how your property is placed in the market place.

What if your property does not offer that extra something special? How can you give yourself that best chance of selling right now?

It is worthwhile appointing a team who has the best local knowledge of selling homes in the current market. Experience tells us that it is not the state of the market you need to be concerned with when selling your property. The real issue is whether you have appointed an agent who can sell in a fluctuating market.

Please feel free to contact a member of our sales team for a FREE appraisal.



Tina



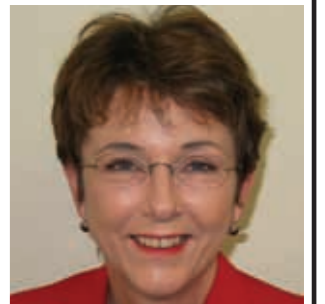
Alan

**MEET THE
SALES TEAM
AT**

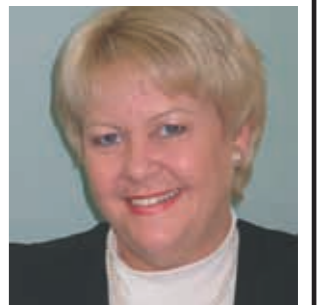


www.realty1thegap.com.au

(07) 3300 0911



Colleen



Robin