

# PROPERTY NEWS

*Ideas to help you when you're Buying or Selling*

## Property Management 101



### The quiz you give to your property manager

Self-managing a rental property is a bit like bringing young chickens into the lounge room for warmth during winter – seems like a good idea but it's bound to get messy.

The self manager soon discovers that tenants' toilets never stop running when you have a pressing appointment; their air conditioners only ever conk out when you're 100km away and the overdue rent cheque is always going into the bank next Friday.

Eventually you will be faced with some options: anger management classes, hair restoration techniques or the appointment of a property manager

Finding one isn't hard. Unlike policemen they're on every corner. Finding a good one is quite another kettle of fish.

*See page 3 to find out how some simple tips will ensure you make the right decision.*

In this issue of Property News:

- Questions you must ask your property manager
- Protecting your real estate inheritance



**08 9358 0011**

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## A letter from the Editor

Dear Reader,

Maxpro Real Estate is excited to bring you our newsletter.

It's our hope that this newsletter will start to help you as you plan your next move when buying or selling real estate.

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

That's why we are happy to meet with you, so that we can impart our local knowledge and experience to help you.

Please don't hesitate to call us anytime at our centrally located office on (08) 9358 0011.

Yours faithfully,



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# How to arrest value decline

## Tips to protect your real estate inheritance

**ANYONE** can tell you how to increase the saleability or even the value of your property but what about the opposite – how do you stop a value decline? What are the factors that make a home a No No for buyers?

Obviously no one intentionally lets their own property decline, but what about that house you will inherit one day? Are the parents in their declining years allowing your inheritance to dwindle?

Quite often it's something that the kids don't realise until it's too late.

**Location is a key determinant of value.** Quite possibly the suburb was great when the family home was bought 30 years ago but has since seen a decline with unsavoury characters moving in and crime growing.

Suddenly graffiti is rife and vacant shuttered buildings become the norm.

No matter how pristine mum and dad's house may be, if it's in this type of environment, you're in for a sad shock when it comes time to sell.

**A little pro-active action on your part could go a long way to not only making their last years more comfortable, but to improving your lot later. Lobby politicians**



**and local government on their behalf, join the local neighbourhood precinct committee, encourage mum and dad and their neighbours to become regulars on the graffiti hotline.**

Property deterioration is almost a fact of life with older people. So many jobs are just beyond them, while others quite simply go unnoticed.

Allowing a home to fall apart or fixing only the bare minimum will decrease the value of a property quickly.

An hour or two once a month can make the world of difference. If you're not close by, investigate what assistance options are available through organisations such as Veterans Affairs or even local service clubs.

If all else fails, come to an arrangement for regular visits by a home handyman service. The few hundred dollars you spend will be returned 10 fold later.

Noise is something that most people think they simply have to live with and everyone knows a property near an airport, railway line or highway is less valuable than one in a quiet spot.

But there are things you can do - everything from lobbying road and rail authorities for noise barriers to bugging council for a tree planting program.

Similarly, tree planting inside the property's boundaries and perhaps the installation of one of the many sound deadening plasterboard products will make a noticeable difference.

**A little planning combined with some time and effort now will go a long way to maximising your returns down the track.**



# Maxpro Real Estate, we deliver on service

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## LOCAL MARKET KNOWLEDGE

A management company that knows the local market knows what renters are looking for. Local market knowledge is vital if you are to increase rental rates, lower turnover rates and decrease vacancy time.

By looking at your property through the eyes of a local renter your Property Manager should be able to give you smart, cost-efficient recommendations to increase overall return and make the property more desirable.

A good property management company should always make sure that

your property stays competitive in the rental market and they can only do this if they really know the market.

## INTERVIEW THE PROPERTY MANAGER

**How do they find tenants?** Do they have a marketing program that goes beyond their website? How do they look after properties and respond to tenant's maintenance requests? How do they track income and expenses? Do they utilise property management software? Do they provide statements reflecting the property's income and expenses?

**How long they have been in business?** How long have they managed properties in your area?

## Who will be handling your property?

How long have they been in property management? Who will be the backup when your representative is on holidays or away for any reason?

**Are they members of a Real Estate management organisation?** Are they certified property managers? Have they received specific training in property management?

Ask for references – at least three.

## SYSTEMS ARE VITAL

You need to look for a company with a system in place. Request an example of the management report that they give to owners.

What you are looking for is a report generated via property management software and not something someone has typed up by hand on the spot. That's an automatic red flag indicative of their not having proper rental bookkeeping methods in place.

## 14 NARVAL WAY, FERNDALE - AIR CONDITIONED / OPEN PLAN LIVING



Lovely 3 bedroom home, built in robes, entry, large open plan kitchen overlooking paved patio area, family room, formal dining, sunken lounge room with exposed beam ceiling, reticulated gardens, garage in back yard, carport area.

Short walk to River Reserve.

No Pets

**\$360pw**

Call Karen Wood on 0412 285 865 or  
email: karen@maxpro.com.au

**Features: Bedrooms 3, Bathrooms 1, Garage, Carport Area, Open Plan Kitchen**



**If you would like to sell your property  
please call our sales team on (08) 9358 0011  
and rest easy in the knowledge that our team  
of experts will look after you!**



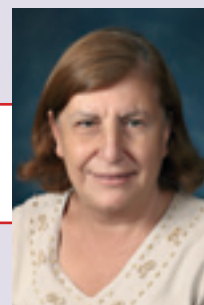
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# How to choose a property manager

## Questions you must ask

### CHECK THE FINE PRINT

Review a copy of their property management agreement or contract and understand what the fees are for property placement and management.

Ensure you understand the terms and conditions of the agreement and how often it is renewable.

### SCREENING, MONEY AND MAINTENANCE

Ensure that they do background and tenancy data checks.

**Ask how they collect the initial security deposit and where the money's kept?**

- What policies do they have for collecting rents and how regularly are rental payments made to the owner? What options are available for your incoming payment, do they offer direct deposit?

- Will they arrange repairs and do they have qualified people that they use if you don't have a personal preference?

Will they handle paying any vendors and other bills out of incoming rent payments?

- Does the property management company set up a property reserve for insignificant repairs? What is the dollar level at which they check with you before arranging repairs - usually this is anything over two or three hundred dollars.

- Do they conduct periodic property inspections? Will they contact you

immediately upon tenants giving a notice to vacate property? Do they issue timely notices to tenants that are delinquent with rent or violating the lease agreement?

**Ultimately, a good property manager is not always the one that charges the lowest fees.**

**The ability to manage the property according to your requirements will differ and so it's necessary to carry out a screening process.**



## 15A/281 Mill Point Road, Arlington Apartments - SOUTH PERTH



### AIRCONDITIONED & FULLY FURNISHED

Studio Apartment in security complex, double bed, built in robe, kitchen, bathroom, ground floor, T.V., electricity included, 1 secure parking bay, swimming pool, bbq area, spa in complex.

NO Pets.



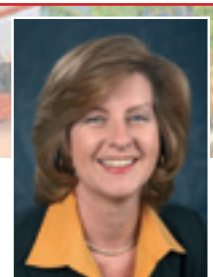
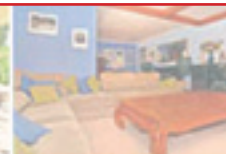
**\$315pw**

Call Karen Wood on 0412 285 865 or email : karen@maxpro.com.au

**Features: Furnished Studio Apartment, Swimming Pool & Spa, Secure Parking, Air Con**



## Take the fuss out of renting your investment property



If you would like to rent your property please call our property management team on **(08) 9358 0011** and rest easy in the knowledge that our Maxpro Real Estate team of property experts will look after you!

Karen Wood  
Property Manager

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