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Inside this issue:

How much can you borrow?	2
New Pool Laws triggered by sale or lease	2
Recent Sales	2

Property Report

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5 Reasons Why Tenanted Properties Sell For Less . . .

In my experience landlords can cost themselves thousands of dollars by being penny wise and pound foolish. They put their investment on the market with the tenant in place to keep a rent stream going, not realising how this can really impact on their eventual selling price—that is IF they manage to secure a sale at all.

Here's why:

1. The tenant has nothing to gain and everything to lose—they generally don't want the property to be sold out from under them and from their point of view they are paying a lot of money in rent each week for the imposition of having an agent bring buyers through for weeks on end. After all while it is the landlords house / unit, it is the tenants home for the duration of their lease.

2. The new tenancy laws introduced in July last year give the tenant the right to dictate what photos of the property can be shown, whether open homes are allowed, when and how often viewings can be held.

3. The tenant is not obliged to clean up, mow lawns, do the dishes, have the beds made when a viewing is scheduled. While most tenants, when treated with consideration and respect by the agent and landlord, do make an effort, the presentation and access is never going to be equal to an owner occupied effort.

4. Most owners go for a walk while the open home is on but tenants mostly stay—and if they are cross about the possibility of an owner occupier buying the property, they can and do actively intimidate buyers.



5. The other point to make here about price is that if your property manager is your selling agency then that agency is more likely to try to find another investor to buy it so it remains in their rent roll. Investors only look at the numbers and generally don't get emotionally attached to a property. This is why investors will tend to pay less than an owner occupier will for a property.

So if you are an investor thinking about selling here is how I recommend getting highest possible price:

- Plan ahead and when the lease is due for renewal 2 months out give the tenant with-out grounds notice to leave.
- Choose an agent other than your property manager's agency.
- Ask your selling agent to give recommendations on how to present the property best for sale. Attend to any repairs and maintenance issues. Get the lawns and gardens professionally tidied up. Prune over-grown shrubs, weed eat, spray, and re-mulch for a smart clean look.
- Get the property professionally cleaned inside and out. Pressure clean the paths, drive, letter box.
- I like to lend my absent owners some pot plants, art work and décor items and put some fresh flowers to make the photos of an empty house look nice.
- Then have open homes every Sat / Sun at a popular time for buyers, the house always looks good, and you can have 26 photos on realestate.com.au actively promoting it 24/7!

2 great properties for sale . . .

JUST LISTED



10 Rhiannon Dr,
Ashmore

Entertain in Style
\$525,000

- 3 big bedrooms, ensuite
 - 2 pac and granite kitchen
 - Formal and family living
 - Delightful entertaining patio
 - Immaculate inside and out
 - Quiet, peaceful location
 - Easy care, landscaped block
- View photos on**
www.houlihanrealty.com.au



2/3 Robert St,
Labrador

Broadwater Views
\$359,000

- Spacious first floor 2 bedroom unit
 - Boutique building of only 6 units
 - Set 1 building back from Marine Pde
 - Single lock-up garage with remote
 - Body Corp Fees just \$29 pw approx
 - Perfect presentation in Prime location
 - Just lovely!
- View photos on**

Ph Janet Houlihan on 07 5531 1268 for open home times and a copy of the Sustainability Declaration.

Selling a house with a pool is about to get a whole lot harder

Revised laws have been passed in Parliament and are due to take effect this summer. The key changes are:

- pool safety certificates will be required when selling or leasing a property with a pool
- both new and existing pools must be upgraded to comply with the standards within 5 years unless sold or leased first
- all swimming pools will need to be registered within 6 months of the commencement date



This is going to cause a significant bottleneck for sellers and landlords once the start date is announced. I will keep you posted. Read the details on www.dip.qld.gov.au/

How to Make Your Offer To Purchase More Attractive

With the increased Buyer activity every spring, it seems many first time purchasers of property and new investors are out in force.

Many are assuming finance will be "No Problem" but in reality they have no idea how much they can borrow and what the likelihood of them getting finance approved is.

Banks have tightened up their lending criteria and contracts are falling down because finance is declined.

That is very disappointing for the Buyers who miss out on the property they really want. And for the Seller they have had their property literally removed from the market for 21 days while the Buyer found out they hadn't done their homework!

Buyers who have a pre-approval from their lender are in the box seat of having their offer to purchase seriously looked at by the Seller.

How do you go about getting a pre-approval?

Start saving now. You need to demonstrate to the lender that you can consistently afford to pay off the loan regularly.

Visit some banks or a mortgage broker who will assess your situation right now and advise you on the likelihood of getting finance, the amount you could borrow and what you might need to do to get yourself in an eligible situation.

They will tell you what paperwork they require from you to prove your current financial position.

A broker can compare the features and benefits of loans from most lenders and help you determine what type of loan is going to best suit your situation.

Then when you begin your house hunting you are searching in the right price category and with your pre-approval letter in your hand, your offer will be the next best thing to a cash offer.

That will get the Sellers attention!



Recent Sales

Waterline Cres, Waterford
\$349,000 4 bedroom, 2 bathroom brick and tile.

Polynesia Ave, Pacific Pines
\$402,000 4 bedroom highset needed work.

Kelsey Crct, Nerang
\$490,000 Brand new 4 bedroom home.

Treasure Island Dr, Biggera Waters \$357,000 2 bedroom, home in over 50's resort.

Keneally St, Maudsland
\$459,000 Under contract in 2 days! 4 bedrooms, immaculate presentation through-out.

Encore Cres, Ashmore
\$425,000 Under Contract in 5 days! 4 bedroom 2 storey.



Here's what Janet's clients said . . .

TESTIMONIAL

"I have not only purchased a house through Janet Houlihan, but also recently sold a house. A more pleasant, diligent, and efficient real estate agent is hard to find.

Janet goes the extra mile for her clients, and is totally trustworthy, I should know as Janet sold the house, while I was on holiday, her many open houses were well attended, and I was briefed on the progress continually, hence I received my price and would recommend Janet to any one who wishes to sell or purchase.

Janet is more than our agent, she is our friend."

Riverwood Dr, Ashmore
Irene van Anholt

TESTIMONIAL

"We trusted the sale of our house to Janet Houlihan. We were not disappointed!

She took the time to understand our needs. Janet also showed she understood the needs of the customer. She also was able to suggest a price range in which our house would sell.

Although a single operator she was able to attract enough buyers through our house to get more than one offer in our agreed price range!

In these difficult times we count ourselves lucky that we were able to employ an enthusiastic, conscientious person who was able to sell our house for us."

Riverwood Dr, Ashmore
Guilda and John Coates

THANKS!