



## How to avoid the Property Management consequence

The most experienced landlords comprehend that even a few weeks annual vacancy usually means a lower net income than if their property had been rented at 95% of the market value for the entire year. If maximising income from an investment property comes from keeping the properties occupied, why do some landlords expect to rent their properties for 110% of the market value?

The answer no doubt varies but landlords sacrifice weeks of rent and can create dissatisfied tenants who will move on when they find a better value option, there by creating a higher turnover and greater vacancy. The investors whose properties are advertised as good value acquire more enquiries and can afford to be more selective when deciding who will be renting their property.

If a property stays empty because the rent is too high, some owners become desperate enough to overlook a tenant previous rental history in the effort to get the highest income, they make themselves more likely to get less in the future because of skipping over the tenants previous history could mean a greater likelihood of the tenant getting behind in rent.

## National Tenancy Database

Your Property Portfolio Managers are members of NTD and have access to over a million files that relate to how tenants have treated their previous rental property. The information they have access to has been supplied by thousands of Portfolio Managers nationwide to assist in maximising your investment and minimising loss due to a tenant failing to honour the terms and conditions stated in their lease agreement.

The National Tenancy Database is fully endorsed by the Real Estate Institutes of Tasmania, Victoria, Western Australia, South Australia, ACT, NT and The Estate Agents Co-Operative of NSW.

The information we can access to includes:

- Information relation to unpaid rent and damages by tenants
- Records of tenants that have abandoned properties without notice
- Referrals back to the previous Managing Agents where the Agent wishes to pass on information relating to the previous tenancy
- Tenants that have been recommended by another Agents

## INCREASE YOUR INVESTMENT PORTFOLIO

### Family Home

Built in 1993 and very well maintained with outside entertaining deck perfect for summer, this ideal first home features:

- \* 3 good size bedrooms with built-ins
- \* Single lockup garage
- \* Level allotment
- \* Quality furnishings
- \* Choice of wood and electric heating
- \* Easily maintained grounds

3 1 1



### 65 Gardenia Road, Risdon Vale

House size 93 m<sup>2</sup>

Land size 587 m<sup>2</sup>

Constructed 1993

Municipal rate \$1500 p.a. (approx.)

**BUYERANGED**® \$190,000 - \$240,000  
SPECIALIST

Call Arthur Seymour for details - 0438 057 885

