



insight

Food Fun Day



Recently Hore+Davies staff enjoyed a "Food Fun Day" at theRiverina Community College. Teams were taught basic pasta making skills by "Chef Carl", then were given a few ingredients to create a delicious pasta sauce within 45 min. Competition was fierce as they all battled to impress the judges. Lots of laughs, a few injuries and a hint of sabotage took place, but all-in-all a fantastic day was had by all.



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Property Investors are in a strong position to profit!

Pick up any newspaper or watch the news and you can be sure that there will be an article, feature story, comment, opinion or statistical facts about the real estate market.

While each State and suburb will have slightly differing market conditions, there are some constant market factors that are apparent:

- Rents are up
- Sale prices are down
- The number of sales being generated are down
- There are fewer first home buyers entering the market
- Finance is harder to obtain, and loan approvals are down
- Buyers are negotiating hard on the price when buying property
- Properties are taking longer to sell

- The economy is tight and the cost of living is rising
- People are under financial pressure
- Affordable 'rental' housing is in demand

As a result of these market conditions, property owners who are not forced to sell in this adverse market are holding onto their investment properties or renting them to tenants. Which means that many of the properties that are for sale are by property owners who are wanting to reduce their stress or are forced to sell.

The state of the economy and the tight financial position of many people and families, also leads towards an increase in the demand of 'affordable' housing – properties which are priced in the mid to lower range.

Unfortunately, in markets like these

there are those who will be negatively affected financially and those who will prosper.

If you have been part of the property investment cycle for many years you will agree that if you can retain your property for long enough, you will always benefit from a rise in your capital investment in the long term.

So the question is...

Are you in a position to profit from the current market conditions?

If you have equity in your property and are not under financial stress **NOW IS THE TIME TO BUY!**

There are many stories of buyers snapping up bargains.

If you would like to discuss expanding your property portfolio, please feel welcome to contact one of our team members.

FROM OUR PROPERTY MANAGEMENT TEAM



End of Financial Year Tax Time!

If you have not had an opportunity to prepare for tax time we recommend that you take the time to review your monthly rental statements to ensure that you understand the transactions and that they are correct. It is also important that you retain all copies of the invoices for work undertaken at the property. To maximise your tax return we strongly recommend that you engage a professional accountant.

Retaining Control with Maintenance & Repair Requests



Our role as your managing agent is to ensure that we are maximising your income (by carefully monitoring rental payments) as well as optimising long-term capital growth (by caring about the upkeep of your property).

When one of our team members undertakes an inspection at your property or a tenant contacts our office requesting maintenance, it is important to act promptly (depending on the request).

If requested maintenance is not undertaken within a timely manner the tenant can be given control of actioning the work (if it is considered an urgent repair).

The tenant can also seek mediation to ensure that the property is maintained in a fit and safe state of repair.

Promptly actioning maintenance requests:

- Shows the tenant that you care
- Reduces the possibility of a liability claim if there is an injury
- Increases the possibility of a rental increase

If a team member suggests that maintenance is required at your property we ask that you act promptly so you retain control.

BUILDER PRICE BLITZ



32 Bradman Street, Boorooma - ~~\$379,000~~ now \$365,000
 3 1 2



17 Alma Crescent, Estella - ~~\$359,000~~ 349,000
 3 2 2



78 Messenger Street, Boorooma - ~~\$415,000~~ now \$405,000
 4 2 2



6 Yandee Place, Estella - ~~\$379,000~~ \$365,000
 3 2 2



Contact: John Bittar 0409 880 002
 Helen Woodhouse 0437 169 446

Ha Ha!



Gab & Gaz were having a dreadful nights sleep. The next door neighbours dog had been barking for hours. Finally Gab had enough! She got up and disappeared out the back door for 10 minutes. When she climbed back into bed, Gaz said "where have you been?" Gab said "I went next door and got their dog and tied it up in our backyard, now they can see what it's like to have a neighbours dog bark all night!"

Rental Market Update

Kilpatrick Street	Koorungal	\$250pw
Kincaid Street	Central	\$260pw
Graham Street	Lake Albert	\$160pw
Ashmont Avenue	Ashmont	\$210pw
Kaldari Crescent	Glenfield	\$260pw
Incarnie Crescent	Central	\$250pw
Dalkeith Avenue	Lakeside	\$360pw

Residential Sales Update

Wilson Street	Koorungal	\$427,000
Hardy Avenue	Central	\$120,500
North Parade	Central	\$245,000
Tumbarumba Road	Ladysmith	\$280,000
Ceduna Street	Mt Austin	\$240,000
Balmoral Crescent	Lakeside	\$350,000
Red Hill Road	Tolland	\$285,000



AUCTION 16th July 2011 On site at 10am

ASHMONT 225 Fernleigh Road AUCTION

- * Add this to your investment portfolio or make this your own.
- * This sizeable home offers seclusion and security.
- * Low maintenance gardens and plenty of shedding.
- * Owner want a sale - arrange an inspection today.

Karen Brill - 0404 848 466

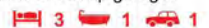


AUCTION on site 9th July 2011 at 11am

MOUNT AUSTIN 5 Macquarie Street AUCTION

- * The tenants have moved out, the owners are serious about selling.
- * Features three bedrooms plus sleepout and storage room.
- * Generous sized lounge with wood fire, gas heater and R/C air con.
- * Separate dining adjacent to functional kitchen & lock up garage.

Anthony Ivey - 0448 212 113



AUCTION 16th July 2011 On site at 12pm

ESTELLA 10 Matheson Place AUCTION

- * The vendors are moving on and want a sale.
- * Comfortable living areas, modern kitchen with granite bench tops.
- * BW's to all rooms, parents retreat or second living.
- * Stunning entertaining area with shed - Vendors want it sold!

Karen Brill — 0404 848 466



AUCTION 23rd July 2011 On site at 11am

ASHMONT 39 Tobruk Street AUCTION

- * Make an easy move into this home, **all the work is done!**
- * Three bedrooms, renovated kitchen & updated bathroom/laundry.
- * Undercover entertaining, powered shed and drive thru access.
- * Ducted gas heat & s/s cool. Ideal family home or investment.

Anthony Ivey - 0448 212 113



TOLLAND - \$269,000

- Three large bedrooms with ensuite & BIR to main.
- RC air con, large living area, separate rumpus room/studio or office.
- Updated kitchen, gas cooking, freshly painted in&out.
- Two sheds, sunroom overlooking large rear yard.

Gary Byrom - 0417 400 982



TOLLAND - \$142,500

- INVESTORS/RENT BUSTERS - LOOKAT THIS!
- Two double bedrooms with built-ins, updated kitchen opening to spacious living.
- Updated bathroom/laundry. Carport, split system heating/cooling.
- Seconds shops & transport, small neat complex.

Kerri Rex - 0413 565 589



ASHMONT - \$199,000

- Three bedrooms all with robes, open plan living.
- Chic stylish kitchen with excellent bench and cupboard space, gas stove.
- Gas heating & RC cooling.
- New modern bathroom & laundry, white timber blinds throughout, low maintenance yard.

Sue Newbigging - 0418 693 626

As a valued client of Hore+Davies Real Estate we are pleased to offer you a **10% Discount** on the commission for the sale of your investment property or home



To take advantage of this wonderful offer simply phone our sales team on 02 6922 2900.



IMPORTANT: This is not advice. Clients should not act solely on the basis of the material contained in this newsletter. Items herein are general comments only and do not constitute or convey advice per se. The newsletter is issued as a helpful guide to clients and is for their private information. Every effort is made to ensure the contents are accurate at the time of publication. We take no responsibility for any subsequent action that may arise from the use of this newsletter.