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Throughout the property industry, and indeed throughout other industries as well, there is a trend towards the opening up of information to be accessible to more people. The internet has revolutionised how we communicate, and now property information provider PriceFinder is shaking up the real estate industry with a groundbreaking internet tool called *Share*.

Share allows agents and property managers to provide their landlords with free access to property data - a major move away from the traditional one-off fee paid for this type of valuable information.

As PriceFinder's Chief Operating Officer Kent Lardner has said "Sometimes the simplest of ideas can bring major results and I think this will be one of those stories."

Among those already moving to position themselves to take advantage of Share is prominent real estate commentator Kevin Turner. "From my point of view Share will open up a huge amount of information to landlords... five or six years ago agents

were the gatekeepers of information, but now we are dealing with very educated landlord who want their own access to that information."

Mr Turner is particularly impressed with the PriceFinder methodology to determine price estimates, which he says is quite unique. He says using information about property enhancements, local area, proximity to major infrastructure and other factors, as well as market trends and sales histories, gives a much more comprehensive estimate.

For example, if you want to know if a rent increase would be justified, you can ask your property manager for access to *Share* and see all that data yourself. It can also help you see how your investment is doing compared to similar properties in the area.

At no additional cost if the agency already subscribes to the Pro Package, this tool can give landlords an edge in this highly competitive market.



With the end of the financial year fast approaching it is likely that you will be doing a lot of printing, so find a local supplier and refill your ink cartridges rather than throwing them out, saving both the environment and your pocket!



We all know it's a good idea to have an investment property, just as we know we should spread our investment risk by diversifying, but it's fair to say there's more to managing property than collecting rent and organising maintenance.

There are many benefits associated with having an expert manage your investment, but you need to know



We all breathed a sigh of relief when the effects of the Global Financial Crisis started to recede from our shores last year. The market grew more confident and investors let their belts out a notch. That is, until the rate hikes started coming though. Responding to a positive economy, the reserve bank has almost consistently raised interest rates on the month every month since July last year.

A year ago, *Espresso* reported that the rate drops seen during the GFC could negatively affect your investment at tax time if your investment strategy was based on negative gearing. Now the opposite is true, and the hidden gem in the rate rises is the added value when it comes

what things you expect from your Property Manager and communicate this. One of the basic elements should be the creation of a business plan showing how your property can grow in capital value.

Some questions to ask your Property Manager are:

- 1 Do you use a rent payment system?
- 2 Can I nominate when I can receive my funds?
- 3 When can I inspect my property?
- 4 Can I set a range of preferences for the life of the management?
- 5 What are the recommendations for the growth of the asset?

You can be sure your Property Manager is doing a lot of work, but it will pay to make sure it matches what you need!

around to tax time - if you know what to look for.

Some tips for making the most of your tax return include:

Depreciation schedule - engage a quantity surveyor to prepare a depreciation schedule so you can claim on the depreciation of building fixtures. *Travel & expenses* - travel to and from the property and any expenses incurred in between tenants such as maintenance, gardening and cleaning can be claimed. *Interest rates* - if you have a Principal and Interest loan your repayments include two components, so make sure you separate these out.

Lastly, while it might seem like a nice idea to heap all documents and receipts from the last year onto your accountant, this can result in a huge bill! Make sure you have all your documents filed and categorised to their specification, including the fundamental property data such as total number of weeks the property was rented during the financial year, and any changes to the loan in this time.



Scotsmen once kidnapped their future brides and the one who excelled at the abduction was given the title of best man. A term that is still very much in use today.



Please don't forget!

That if you've previously bought property from Sue & Juliette (when they were with Hedley's) that you qualify for "mates rates" when you list your property with them "FOR SALE"

"Remember the best agent to sell your property is the one with the most knowledge about it. So call us today for an informal chat regarding your property value and the options available to you"